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Career School Acquisition Program

A professional program for serious buyers of postsecondary career schools and colleges

More Buyers than Sellers

There is increased interest in the career school sector. School owners want to expand, investors view career schools as significant investment potential, and many individuals are discovering that career schools offer great business opportunities.

Clearly there are more buyers than sellers. This means that serious buyers must stand out by being clear about their acquisition goals and using a “Directed Search.”

The Directed Search vs. “if you happen to know of a career school for sale”

Every day we receive dozens of calls and emails asking us if we happen to know about a school for sale. The specifics are generally vague ---- *an accredited Title IV school, or an online school that offers degrees, or anything on the East coast!*

These vague “specifications” result in little attention paid by Brokers and no real prospects for the Buyer.

Schools for Sale International, Inc. (SFSI) Offers a Successful Search Approach

Pro-active Steps for Results

Serious buyers describe their ideal purchase in detail and how an acquisition will meet their goals.

Your criteria need to define which accrediting body, what programs, distance from main campus, ability to transfer accreditation or gain Title IV benefits, and more. Specific criteria will “direct the search” for real results. Otherwise you’ll waste time “trying on” schools that are not a fit.

What SFSI Does to Produce Results --- in Buying Rather than Browsing or Shopping

- Talk with you to understand your goals.
- Itemize the ideal acquisition criteria to meet your goals including type of school, location, price, approvals, etc.
- Conduct a school search based on the specifically defined criteria. Typically these schools are not listed for sale.
- Locate schools where the owner has not been harassed by call-center tactics and may be new to the “benefits of selling.”
- Evaluate the fair market value of the acquisition.
- Assemble detailed information about the school so that you, the informed buyer, can make a decision.
- Facilitate the sale by assisting in the negotiation process, the due diligence process, and provide guidance during the change of ownership.

Fees

As the Buyer you pay SFSI a “Success Fee” of 5% when the business transaction occurs. (The fee is lower for sales over one million dollars.) Should the target school or their agent pay SFSI a fee, it will be applied to your payment. We also charge small up-front and monthly fees to cover our costs. All fees paid are credited to our Success Fee when a transaction is completed. There may be additional fees for consulting if requested.

SFSI works **only** with buyers that have specific and realistic goals and are willing to commit to the process. We won’t waste your time or ours.

Term of Agreement

SFSI typically sets a term of six months. This is adjustable based on the complexity of the assignment.

Disclaimers

We do not provide legal or accounting advice or services. However we do work with the Buyer’s existing professional advisors as part of your Acquisition Team.

Frequently Asked Questions

Q. *I merely want know if you “hear about any schools.” Why would a formal relationship be necessary?*

A. Hundreds of buyers ask us if we *hear about schools*. With our program, you get our attention and a directed search. Our approach keeps you on the top of the list.

Q. *I can call any business broker who will jump at the opportunity to work with me. How are your brokering services any different?*

A. Many brokers will promise everything and deliver nothing. We specialize exclusively in career schools, have a specific plan, and don't waste anyone's time on unrealistic goals.

Q. *Why would I pay up-front fees when you receive a commission at the closing?*

A. The small fees help to defray our expenses. By charging fees we know that our Buyers are serious and not just “kicking tires.” Any fees are credited to our Success Fee.

Q. *What happens if you don't locate a school that meets our goals?*

A. Our goal is to find a match. While there is no guarantee, we have the ear of over 22,000 career school decision-makers. Given our contacts, we are confident about a positive outcome in a reasonable timeframe.