

# WHY WORK WITH A CBI?

## *Certified Business Intermediary*

- **Higher Level of Education**

*A CBI must complete a minimum of 68 class hours of specialized business brokerage courses, complete a rigorous exam, and demonstrate ongoing professional development.*

- **Greater Experience**

*A CBI must demonstrate competence through acting as lead seller on multiple transactions.*

- **Ethics**

*Committed to following the IBBA's Code of Ethics*

- **Specialized Expertise**

*Advanced study equips CBIs with thorough knowledge of valuation, marketing, negotiation, taxes & other topics related to selling a business.*

- **Better Network**

*The experience of a CBI delivers a better network of prospective buyers and professionals who help assure the successful transition of ownership.*

*According to the International Business Brokers Association*

*A CBI offers the most experienced professional representation available during the process of selling or buying a business. Along with having undergone a specialized initial program of detailed training, a CBI is required to earn continuing education credits to maintain the credential.*

*At the Nery Corporation, all of our brokers are CBIs*