



OUR BUSINESS SELLING PROCESS

ONTARIO COMMERCIAL GROUP

BUSINESS SALES & ACQUISITIONS | COMMERCIAL REAL ESTATE | FINANCING

KHALED BARANBO, BROKER

TABLE OF CONTENTS

Introduction.....	2
Who We Are.....	3
Our Process.....	4
Commercial Real Estate Services.....	8
Our Team.....	9
Why Choose Us.....	18
Awards & Affiliations.....	20
Client Testimonials.....	22

DEAR BUSINESS OWNER,

Thank you for your interest in our support with one of the most important business decisions of your life – the sale of your company.

As a Business Intermediary and a member of the International Business Brokers Association, our specialty is mediating transactions of privately held companies between \$250K and approximately \$10M.

On a daily basis, we are involved in assisting business owners in the planning, valuation, confidential marketing, negotiation and ultimate closing of transactions of small to medium size privately held businesses.

KHALED BARANBO, B. COM, CM&AA, CBI, CPES, CFC
BROKER | CERTIFIED M&A ADVISOR | CERTIFIED BUSINESS INTERMEDIARY



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www.ontario-commercial.com

WHO WE ARE

We are a business intermediary and a licensed real estate broker in Ontario that exclusively specializes in marketing and facilitating transactions of small to medium-size businesses.

As members of the International Business Brokers Association we pride ourselves on deploying highly sophisticated methods of preparation, valuation, marketing, and negotiation leading up to a successful business deal. We work on an exclusive basis with our clients and our listings are not available through public domains like the Multiple Listing Services (MLS). As the opportunities we represent are generally well-performing, established businesses, we are extremely careful in marketing them confidentially and without disruptions to current operations.

Each seller that works with our Team is required to provide extensive documentation and information prior to us valuing and marketing the opportunity. As part of our commitment to both sellers and buyers, each business' performance is summarized within a Confidential Business Review (CBR) that is made available to pre-screened and pre-qualified buyers.

We execute a marketing plan and create a high-quality marketing document which attracts educated buyers. In addition, our staff has been advising significant clients for most of their careers, which is a level of advisory service that the SME market typically does not see.

OUR PROCESS

We have developed a thorough 10-step approach in assisting business owners in their effort to maximize shareholder value during the sale of their business. This, combined with our rigorous pre- screening and pre-qualifying process of potential business purchasers and our proprietary buyer database, makes us uniquely positioned to serve the needs of small to medium-size businesses in Ontario.

01 INITIAL MEETING / CONSULTATION

Upon your invitation, we meet, during which we introduce our business brokerage services and discuss the selling process and our fee structure. At this point, we also ask you to provide us with an overview of the business, the reasons for selling and high-level financial information so that we can acquire an initial understanding of your business performance.

02 BUSINESS VALUATION

In order to carry out the business valuation, we require the following documentation:

- Completed Seller Questionnaire (template to be provided by our Team)
- 5 years of Financial Statements and Interim Profit & Loss / BS for the current fiscal year
- Asset/Equipment List (list of assets included in the sale of the business)
- Lease Agreement (if applicable)
- Franchise/Distribution Agreement (if applicable)
- Any other relevant documentation depending on type of business

Based on the information provided and after possible follow-up requests by email or phone, we will make a recommendation to you on the Asking Price based on an estimated Fair Market Value. We will provide you with a rationale of how that FMV has been determined, and give you an estimate of the ultimate Proceeds to Seller after taking into account closing costs, brokerage commission, etc.

Although we suggest that you consider our experienced advice as business brokers, you as Seller have the final say in what the Asking Price of the business will be.

OUR PROCESS

03 ENLISTING OUR BROKERAGE

When you decide to contract our services, we require that you sign a Fee and Listing Agreement.

04 CREATION OF PROMOTIONAL DOCUMENTS

In parallel, our Team will create two critical marketing documents that will entice prospective buyers to investigate your business-for-sale opportunity further. Both documents will be sent for your approval before they are used:

- The “Teaser” (1pg) which is used to confidentially market the business to prospective buyers
- The Confidential Business Review (15-30pg) which will be distributed to pre-screened buyers after they have signed a Non-Disclosure Agreement

05 MARKETING THE BUSINESS

A combination of marketing techniques is used to confidentially promote your business to prospective buyers. These include:

- Solicitation to prospective buyers we have worked with previously who were interested in a similar business in the past
- Featuring your business in our monthly Email Newsletter to our Proprietary Buyer Database
- Solicitation letters to targeted buyer candidates in the same or complementary industries, often following your recommendations
- Several specialized businesses-for-sale websites, such as www.businessesforsale.com and www.bizbuysell.com, as well as our website www.ontario-commercial.com

OUR PROCESS

06 SCREENING PROSPECTIVE BUYERS

When we receive an inquiry for your business, the first prospecting step is to require a signed Non-Disclosure Agreement (NDA) to ensure the confidentiality of any information released. This forms already a strong pre-screening test, as in practice many buyers are neither sufficiently interested nor wish to take the legal consequences of signing such an agreement. The willingness to sign the NDA already provides significant clues to the seriousness of the prospective buyer.

Once the NDA is received, the buyer must complete the Buyer Information Form in order that we can obtain background information, including his/her experience working/knowledge in your industry, experience/willingness to be a business owner, and financial capabilities to fund the transaction. The broker will at this stage discern suitable prospective buyers and send them the Confidential Business Review for their perusal.

07 SHOWING THE BUSINESS

If the buyer remains interested in your business, further discussions will take place both between the buyer and the broker and between the broker and yourself to answer any immediate questions that the buyer or you may have.

At this point, we will also require a Buyer Financial Summary and if deemed necessary, a Credit Report to assess the Buyer's financial capabilities.

We will facilitate a first Buyer/Seller Meeting at our offices or preferably at your company location to allow the buyer a first visit to the business. This may be followed by more meetings, as required.

08 NEGOTIATING THE PURCHASE AGREEMENT

The Letter of Intent (LOI), or Conditional Purchase Offer, is the formal document in which the buyer and seller agree on the major parameters of the deal. If, after a period of due diligence, the buyer wants to finalize the purchase, a definitive Share or Asset Purchase Agreement is prepared and signed by both parties. Our Team assists in the offer preparation and term negotiations by:

OUR PROCESS

- Suggesting support advisors (legal, accounting, financial) as required
- Reviewing the offer and drafting a Counter Offer, if required, (with each party's legal counsel)
- Providing opinion and advice on various considerations to be made in the Offer

Once the Purchase Agreement has been signed, a deposit of the Sale Price is deposited in a Trust account by the buyer to signal his commitment to conduct the due diligence and finalize the purchase.

09 CONDUCTING DUE DILIGENCE

The Due Diligence period consists typically of 3 to 6 weeks in which the buyer is allowed unlimited access to the business and its records to ensure that the financial and other data provided is accurate and that the value of the business is as previously represented. Our Team will help compile Due Diligence Checklists and assist the seller in submitting the required documents to the buyer.

10 CLOSING THE TRANSACTION

At the time that the two parties have agreed on a definitive asset or share purchase agreement and the Due Diligence has been completed, it is time for the parties' lawyers to lay the groundwork for the transfer of the business interest between the vendor and the purchaser. Our Team assists the seller in the process where applicable by proofing/revising closing documents and coordinating the initial transitioning of the business to the new owner.

COMMERCIAL REAL ESTATE SERVICES

Our team of licensed brokers is experienced with diverse types of commercial real estate transactions and assets.

We assist our clients with the sale of their businesses and associated commercial real estate. Whether it's a small or large property, we will evaluate the comparable sales near the subject property and arrive at a market analysis. We also work with 3rd party certified real estate appraisers when a formal report is required for lenders and financing.

We're committed to providing exceptional service.

If the real estate is not owned, we can assist with the transfer of an existing lease or negotiation of a new lease. Alternatively, if a buyer does not want to buy the real estate, we can facilitate the drafting of a new lease in conjunction with each party's attorneys or counselors.

In either case, we will coordinate the closing process for the sale of the business and/or real estate for a seamless transition.



OUR TEAM

ONTARIO COMMERCIAL GROUP

BUSINESS SALES & ACQUISITIONS | COMMERCIAL REAL ESTATE | FINANCING

KHALED BARANBO, BROKER

ABOUT KHALED BARANBO

Khaled has capitalized on his previous experiences in buying and selling businesses to build a Business Brokerage Team within the RE/MAX commercial network. Khaled focuses on industrial and manufacturing businesses, while providing leadership to his team members that are each focused on a specific sector – retail, food & beverage, service businesses, distribution, and franchises.



Khaled's deep and proven experience, systems, teamwork, track record and understanding of family-owned enterprises and small and midsize businesses, has aided him to develop good relationships with business owners and buyers of small to midsize businesses in Ontario.

Khaled holds a Bachelor's degree in accounting, and is a Certified Mergers & Acquisitions Advisor, a Certified Private Equity Specialist, a Certified Business Intermediary and a Certified Franchise Consultant. Khaled has participated in numerous training programs covering strategy and leadership. He has written articles for industry publications and participated in several private equity investment conferences where he spoke as a panelist. Khaled is a licensed Real Estate Broker from the Real Estate Council of Ontario and brings over 20 years of experience in market research, strategic business planning, financial analysis, business valuation, negotiations, team leadership, investment management, private equity investments, business brokerage and M&A transactions.

ABOUT KHALED BARANBO

Early in Khaled's career, he headed the Corporate Planning Department of a large industrial conglomerate and was responsible for setting up strategic business plans on both the corporate and strategic business unit levels, while also monitoring the periodic performance.

Additionally, he managed a \$300M investment portfolio of a leading Private Equity Group. In this capacity, he oversaw sourcing, scrutinizing and executing complex acquisition transactions in the middle market industrial and manufacturing segments. His responsibilities extended beyond closing the acquisition transactions into participating in the board governance and growth initiatives of acquired companies, where he achieved notable successes. In this role, Khaled was involved in executing direct acquisition investments, private equity fund investments, and co-investments alongside other fund managers.

Khaled is very thorough when it comes to Investment Due Diligence, and has led very complex business valuations, market/industry assessments, and feasibility study projects.

Recently he consulted for almost two years with one of the longest standing middle market mergers & acquisitions and succession planning advisory companies in North America, where he managed several acquisition search assignments in the manufacturing sector, on behalf of mid-market Canadian acquirers, and achieved remarkable results.

Khaled's deep and proven experience, systems, teamwork, track record and understanding of family-owned enterprises and small and midsize businesses, has aided him to develop good relationships with business owners and buyers of small to midsize businesses in Ontario, which enables him to provide significant value to his entrepreneur clients looking to acquire, build, grow or exit their businesses.

ABOUT KHALED BARANBO

Business owners contact Khaled when they're thinking about the day they might sell, and they're wondering just how that process works. They're not sure when to sell, how to find the right buyer or how to keep it confidential. They're not sure what their business is worth or how to get the most for it.

Khaled has developed effective business selling systems that transform and clarify the process for his clients, offering:

- Valuation systems for estimating, presenting and defending your business values
- Confidentiality systems for protecting your identity
- Marketing systems for smartly packaging your business opportunity
- Access to many qualified buyers with substantial cash looking for good businesses like yours
- Screening & qualifying systems for bringing only the right parties to you
- Negotiation and closing systems with a team approach that gets your business sold

CONTACT KHALED TODAY TO SCHEDULE A FREE, CONFIDENTIAL & NO OBLIGATION MEETING TO DISCUSS HOW HE MAY ASSIST YOU WITH THE SALE OR PURCHASE OF A BUSINESS.

416-575-4032

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WWW.ONTARIO-COMMERCIAL.COM

ABOUT CATHERINE BERLASSO



Catherine's first job in Canada was as receptionist in a Hamilton Real Estate Brokerage where she worked her way throughout all phases of the business and attained the position of Branch Office Administrator.

She then obtained her Sales Licence and Broker's Licence and subsequently established her own Real Estate Brokerage in collaboration with another Broker.

Catherine obtained a position as a legal secretary to the senior partner of a well-established Toronto law firm and worked in Real Estate and Law concurrently for 6 years, becoming a Certified Paralegal in the process.

She relocated to British Columbia for several years, but returned to Ontario and obtained an Operations Executive position with one of Canada's longest standing Business Brokerages where she remained for 12 years.

She offers a wealth of experience in business marketing, mergers and acquisitions, operations and client relations as a core member of Khaled Baranbo's Team.

Catherine is an avid reader, loves cooking and walking, the Law and all technological environments.

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ABOUT HUA LIN

Hua Lin was born and raised in Shanghai, China. She has studied and worked in the United States, the United Kingdom and Canada and has immersed herself in those diverse cultures, gaining invaluable experience along the way. She is a native Mandarin speaker, fluent in English and has been living in English speaking countries since young adulthood.



Hua has a Bachelor's degree in Business Economics and a Master's degree in Economics and has followed a career path closely aligned with her interests. She also holds a PFP (Personal Financial Planner) designation.

She succeeded in the dynamic world of banking, focusing on retail and private banking with high and ultra-high net worth clients for the world's top financial institutions and oversaw their banking, borrowing and investment needs. She provided them solutions unique not only to their personal finance but also their businesses.

The challenges and successes she has encountered has shaped her into a seasoned professional with a solid understanding of the intricacies of the financial world.

Hua's enthusiasm for dealing with people and understanding the unique journeys of business owners, coupled with her experience in corporate operations, provides her with the expertise to help business owners see beyond the numbers and delve into the overall well-being of their particular circumstances. She became a licensed realtor to develop this ability even further.

Working at Ontario Commercial Group provides Hua with an excellent platform to channel her capabilities into the field of Business Brokerage. She is committed to guiding business owners on their path to success, supporting them at every stage, whether it involves purchasing or selling a business, and her objective is to empower business owners with the knowledge and tools they need to make informed decisions that align with their long-term goals, and to foster meaningful, trusting relationships with every client she serves. Hua hopes to be a reliable partner on each client's journey.

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ABOUT LUCY KAYUMOV

Lucy Kayumov is a seasoned marketing and communications professional dedicated to helping leaders elevate their brands, and has worked in a wide range of industries, from health foods to film and television to real estate.

With a focus on producing tailored campaigns, product launches, events, and spearheading trade shows, she holds a solid reputation as a visionary problem-solver in the fields of digital branding, content marketing, social media, and partnership marketing.



She is passionate about marketing strategies that orchestrate an end-to-end experience across traditional outlets and digital channels that constantly generate new data and provide actionable insight into client behavior.

Lucy has been an active participant in the BANFF Spark Marketing Accelerator Incubator, a partnership between Strategy Magazine and the BANFF Spark Accelerator for Women in the Business of Media. She holds an MBA from Wilfrid Laurier University, specializing in Marketing and a BA (Hons) from York University.

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ABOUT JANE JI ZHANG

Jane is a dedicated, results-driven professional with a passion for helping her clients through each transaction with attention to detail and making each experience a smooth, enjoyable one.

With a background that intersects psychology, business, marketing, and research, with a particular expertise in e-commerce, Jane is able to fully understand the intricacies of transactions as well as each client's needs and goals, and reaching them is her top priority.



Jane holds a Bachelor of Arts (Hons) from Queen's University in Psychology, and a Masters of Arts in Consumer Behaviour from New York University. She has over 5+ years of professional experience working with small to medium sized businesses along with a sizable network that she is able to leverage. Prior to that, Jane has worked in telecommunications, media, market research, and consulting.

Beyond her professional achievements, Jane is passionate about wellness, fitness, and spending time with her family on hikes or trying to perfect new recipes and her golf swing.

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WHY CHOOSE US?

SYSTEMS

Effective business selling systems transform the process for our clients.

Valuation

Helping clients establish and defend business values is our specialty. We understand the numbers. We also understand that there are more important things than numbers. Our goal is to offer sound advice and professional counsel to both seller clients and buyer prospects.

Confidentiality

Preserving confidentiality is a basic procedure for us. We have systems to protect the identity of businesses we sell and guard proprietary information.

Marketing

Working for multiple clients compounds our effectiveness. A coordinated, ongoing campaign to sell many types of businesses attracts more buyer prospects.

Screening & Qualifying

We carefully select the businesses we list and screen all buyer inquiries. That protects both sellers and buyers. It creates successful transactions.

Negotiating & Closing

Our clients get a team leader when they choose us. We are clear about our role as brokers - part of a professional team working for our client - to achieve the goal of a timely and profitable sale.

WHY CHOOSE US?

TEAMWORK

Teamwork means that more than one member of our team is always working to sell your business.

Exclusive Representation

We represent our seller clients only. Our exclusive representation of sellers allows us to give the best service to sellers without the potential for confusion or conflicts.

Knowledge

We know Ontario, its economy and its businesses. For us, Ontario is home, not the far end of a sales territory.

Experience

We are grounded in the real world of business ownership. We combine our experience in business valuation, business financing, business brokerage, business ownership, business operations, law, accounting and sales.

Accessibility

If you're looking for a business for sale in Ontario, you can't miss us. You can find us – and so can prospective buyers! We have the right name, the right location, the right website and the right connections.

WHY CHOOSE US?

TRACK RECORD

Our extensive experience at buying, running and selling businesses teaches us what to do when it counts.

The Best Offering Summary

Our marketing materials are simply the best. The Confidential Business Review we prepare for our clients has been called “the best we’ve seen” on several occasions.

Strong Digital Presence

We believe in sharing information and in the value of establishing a presence that can be counted on. Check us out on www.ontario-commercial.com.

History of Success

Our Group is built on the foundation of our Team’s combined extensive experience, successful transactions and sustained presence in the business sale industry. We are assembling a diverse and experienced team dedicated to bringing our systems, teamwork and track record to the service of our seller clients.

Collaborative Focus

Transparency, accessibility and a meeting of the minds is what drives our firm. Offering extensive education, information and support to clients, customers and our team is empowering to everyone.

AWARDS & AFFILIATIONS



TITAN

2022-2023



PLATINUM

2020-2021



100%

2018-2019



EXECUTIVE

2017



**2023 PLATINUM
CHAIRMAN'S
CIRCLE AWARD**



**2024
EXECUTIVE
CLUB AWARD**



AWARDS & AFFILIATIONS



CLIENT TESTIMONIALS



We would highly recommend Khaled Baranbo if you're looking to purchase a commercial business. He guided us through a limited market, understood our needs, responded to every request, and helped us to learn which type of business we were looking for. Khaled made himself available to help us react in a timely manner. Khaled made us feel safe and confident in our purchase, knowing that he would never push us beyond what we were comfortable spending and ensuring that we were not paying above market value for the business. We are very thankful to you. Finally, we get the key to our business. We sincerely appreciate your hard work and every effort for getting us into this business.



Samarth Patel And Khushminder Sharma - New Owners of Core Tool Technologies



What started off as a "nothing" conversation and some interest turned into an agreement and recent sale of my company with Khaled's guidance and consistent effort. Khaled was a great help and assisted throughout the entire sale process. He is not a person to take the money and run without help, and understands the sale is not complete until money changes hands. It was a longer journey than we initially anticipated, and he was there to consistently help and bridge the gaps between the buyers and ourselves all along the way, particularly when obstacles presented themselves, which, I have come to learn, can happen during the sale process. He also was the driver to find multiple buyers and opened my view to explore all interested parties. Ultimately, those same buyers who I didn't think had potential were the ones who purchased the company. Very good job. A sincere thanks for a job well done. It was appreciated!



Kevin Martin - Core Tool Technologies



I recently bought a business where Khaled was the broker. It was my first time buying a business and Khaled went above and beyond in assisting me through every step of the transaction. His expert guidance and advice made the process as smooth as possible. I could not have asked for a better broker. Would highly recommend him to anyone.



Johnny Engelbrecht Condo Kandy - CEO

CLIENT TESTIMONIALS



When I decided to sell my business, I approached many brokers and none but Khaled saw the true value of my company. He undertook to sell my business on my terms without any sort of prepayment. It took less than 6 months from the time of listing to find the buyer. I am very happy with Khaled's service. Highly recommended.



Dennis Kourktchan - All Seasons Landscaping Co.



It has been a pleasure working with Khaled. His experience and the professionalism of his team are top notch. I would highly recommend Khaled.



R Hubert - Business Owner



I have just sold my business with Khaled. He was very professional and listened to our concerns right from the beginning. He negotiated well on our behalf time and time again until we got a fair deal. I would definitely recommend him to anyone looking to buy or sell a business.



Gary Malleck - Malleck Precision Machining



I am very impressed with the business profile / presentation you provided us for evaluating the business for sale listing - it's very detailed and informative. We found that not many brokers take that much time to produce such a detailed document from my experience as a private equity investor.



Nick V - Quadra Global Capital Corp

CLIENT TESTIMONIALS



Dear Khaled, we want to thank you for a job well done. We found you extremely helpful and hard working. Throughout the process of signing the LOI to the closing of the deal you showed professionalism and patience. You were available almost any time from late evenings to weekends. It is due to your arduous work and professional service that we found a good business deal and were able to close it in the shortest possible time. You guided us throughout the process and at every step, whether it is finding a good appraiser, banker, or a lawyer. It was a great experience working with you indeed. Your presence and cooperation made it easy for us. The deal concluded hassle free. We are extremely happy with your professional services and wish you and your company success in all your future endeavours.



**Muhammad Saleem and Shahid Khan, New Owners of Malleck Precision Machining,
Cambridge**



Working with Khaled on purchasing my business was extremely straightforward, and without any pressure. He was responsive, honest, and knowledgeable. I look forward to working with him again.



David Orban



Disclosure: Khaled had represented the seller in the transaction, and I was the buyer. I am glad to say that the transaction was quite smooth. I was impressed with the business profile that Khaled prepared, as well as his regular follow-ups during the entire process. He was professional, to the point, and always willing to support the process. I will consider using his service in the next business transaction. Thank you, Khaled.



Artemy Kirnichansky

CLIENT TESTIMONIALS



I did enjoy working with you Khaled, and I'm happy the sale is completed. You did put together good numbers for normalization. I liked the screening process for potential buyers. I'm happy about the buyer you brought to the business and I feel I will be able to work with them after the sale. We were able to keep things secret for one and half years, and nobody saw the sale coming. Confidentiality was very important to me in this process. I enjoyed working with you during this process and I am sure you will be very successful in future transactions. Thanks for your help to get this done!



William Cook - Progressive Machining Inc.



I had been looking to acquire a manufacturing business for quite some time and as I was scouring in the internet for opportunities, I came across one of Khaled's listings. I was using several different brokers at the time but what I can say is that Khaled stood head and shoulders over the rest. He was always very pleasant and responsive to my questions and he never pushed a business that I was not comfortable with which is very much appreciated. Once we did settle on the business that I ended up closing on, Khaled was very helpful throughout the entire process. The due diligence occurred as COVID-19 was upon us which slowed things down considerably. Even though the due diligence process went on longer than normal, Khaled never showed any frustration or pushed the process. Khaled is very professional, dedicated and I would trust him for any other deals. I was a buyer this time, but if I was to sell a business, I would not hesitate to list it with Khaled. I would recommend him anytime without hesitation. Thank you Khaled!



Tony Fiorenzini-Barrday



We would like to thank Khaled for his advice and professionalism during the purchase of our business. His attention to detail is second to none and made the process seamless, especially during a difficult time, following all Covid 19 protocol. We would highly recommend his services and would not hesitate to use Khaled again.



Paul & Gail Brown

CLIENT TESTIMONIALS



This is to say that we have worked with Khaled Baranbo for the better part of a year in acquiring a commercial property for our hyperbaric facility. Khaled has been a pleasure to work with and through his actions we obtained a better arrangement than we would otherwise have had. Through no fault of his, we have had many delays and among his many good qualities is patience. We would very much recommend his services.



Deane Nesbitt Jr. | Daniel Gericke - www.Gericke-Nesbitt.com



Khaled made the sale of my business effortless. He was very professional and courteous throughout the whole process. He effectively screened out the tire kickers and connected me with only the serious buyers, thereby saving me hours of time showing my business. His communication was excellent and he is very reliable. I would highly recommend him to anyone trying to sell their business. Thank you Khaled.



Berni Samulowski - Berni's Tool & Mould



Thank you Khaled for helping me sell my business. You were a true professional, guiding me through the process and navigating the bumps and turns in the road. I am certain I couldn't have done this without you.



Marco Mazzaferro



Khaled was able to take advantage of the vast web of contacts and tools at his disposal to attract an assortment of buyer prospects to my niche business resulting in multiple offers to choose from. His prompt responses and actions throughout the process allowed both the ultimate buyer and myself to feel comfortable as we progressed to the close of the sale in a timely and organized manner. Well done!



Konstantinos Makrydakis

CLIENT TESTIMONIALS



I was struggling to sell my business, at first. When I made the decision to sell, I made an online ad and became rather frustrated trying to deal with all the potential buyers' questions, information requests, negotiation meetings, etc., while maintaining the operation of my small machine shop. Khaled Baranbo contacted me and made my life a whole lot easier. He was able to introduce me to only the serious buyers and his wealth of business buying/selling knowledge helped out tremendously. I had never bought or sold a business before, so Khaled's expertise was well worth his commission expense. I recommend Khaled Baranbo to any business owner looking to sell their business. He is fast, fair and gets everything done. Thanks for everything, Khaled!



Neil Allingham



Khaled is a reliable, patient, and an extremely effective commercial Real Estate Broker! He is an excellent communicator and keeps his promises. He is trustworthy and was able to sell my cleaning company within less than two and half months which was a pretty fast sell but more importantly at the price that we agreed upon. If you are looking for an educated professional realtor that can get the job done without headaches and drama Khaled is the man to deliver the results that you need! Thank you Khaled.



Savas Savva



Khaled has helped us with the sale of our business. He marketed the business across various platforms to find an interested party. Khaled went above and beyond to help us and the buyer and making it a win-win for everyone. Khaled made himself available 24/7. We would recommend Khaled, he is committed in obtaining results and goes above and beyond to make that happen.



Yannick Rose

CLIENT TESTIMONIALS



I was looking for a small business and came across Khaled's listing. He explained to me everything very well and I was very impressed with him and then I choose him to be my broker as well! He stood beside me till the end and made the transaction very smooth for me. He is very professional, dedicated and trustworthy. Even after the transaction's closing, he contacts me on time to time basis and ask me how am I keeping up with my new business and gives me good tips all the time. I strongly recommend him if you are buying or selling your business!!!! Thank you so much Khaled!



Farah Anklesaria



I want to extend a genuine thank you to Khaled for his hard work in getting my deal to the finish line. He provided a highly professional and efficient service in the recent sale of my business. He worked very hard since day 1 to get the results I was looking for. Khaled was always very reachable (text, email, phone) regarding anything related to the sale of my business. Khaled has earned my highest recommendation as a Commercial Broker, and as a result, I would highly recommend his services. I would not want anyone else representing me in the commercial real estate market. I look forward to working with him again in the future. Thanks, Khaled!



Juan Hernandez



Khaled helped us to sell our business and we are so grateful for all his expertise and for taking the time to answer promptly all our questions whether it's late at night or on weekends. Khaled guided us through our decision making process and provided constructive advice all the time. Khaled knows his domain very well and we were impressed with his dedication, patience, professionalism, and good advice on negotiating the deal. We would highly recommend Khaled to anyone selling a business. Thank you very much for all the help and time and overtime you provided to us.



Mourad Benouarets & Karima Sidi Mammr

CLIENT TESTIMONIALS



We were very impressed with Khaled's expertise and friendly professionalism. The advice and assistance he provided in preparing and listing our commercial property was truly invaluable. We strongly recommend Khaled.



Shawn & Frank Pourkhatai



Khaled is always available to actively try and solve, assist, and negotiate problems and issues even after the deal is signed.



William B. Kerr, Barrister & Solicitor



Khaled Baranbo is an incredible gentleman to work alongside with. Khaled guided me through the process of leasing my commercial space, thanks to him there was zero stress involved. His great sense of integrity, and incredibly professional ethics stood out beyond measures. And because of that great experience with Khaled, I will do everything in my power to ensure his name and work ethics are recognized. With sincere appreciation, thank you Khaled!



Helen McFarlane



We had the pleasure of working with Khaled on our first commercial real estate venture. Khaled was very knowledgeable and took the time to explain details throughout the process. He was always well prepared and went above and beyond in finding potential locations and advising us of market conditions, demographics, and other critical success factors when deciding on a location for our business. Khaled worked diligently to get information, responses, and schedule viewings on our behalf. We would definitely recommend Khaled to anyone looking for a commercial real estate agent, and we would personally not use anyone but Khaled for any future ventures.



Anand and Naomi Maharaj

CLIENT TESTIMONIALS



Working with Khaled Baranbo while purchasing my business has been an exceptional experience. Your expertise and dedication made the entire process seamless and efficient. From navigating negotiations to ensuring a smooth transition, your professionalism and attention to detail were evident every step of the way. I appreciate Khaled's transparency and proactive approach, which instilled confidence in me throughout the transaction. Your commitment to client satisfaction truly sets you apart, and I couldn't be happier with the outcome of our collaboration. Thank you for your invaluable support and guidance.



Lakisoin Lingam - New Owner of Novatec Machining & Tooling



Thank you for your guidance, help and support during the transaction, thank you sir and congratulations to you as well Khaled. I'm grateful for your assistance sir.



Alex McCormack - Owner of Cambridge Race Trac



Working with Khaled for our recent business sale was a breeze. His team made the process smooth and stress-free from start to finish. I couldn't be happier with the outcome. Highly recommended! Thank you for all your help Khaled.



Umesh Shankar - Novatec Machining & Tooling Inc.



Transaction is fully completed now. Thanks again for your help in selling our business. I hope you have a great day!



Brad Salter - Omni Structures International

CLIENT TESTIMONIALS



I have been an entrepreneur and a business owner from the very beginning. After working relentlessly for my Business from day one, I can be proud of our success, we built a brand name, worked with loyal customers, hired and retained loyal employees. And most of all had 28 years of success.

I decided to sell my established business, to slow down my pace and focus on the next stage of my life. I interviewed multiple business brokers and met with Khaled Baranbo as well. From our first meeting with Khaled, I was comfortable with his personality, eagerness, professionalism and above all his knowledge of selling an independent business. I found Khaled extremely honest and truthful from the beginning.

Khaled's evaluation of our business was on par with our independent evaluation we had done privately prior to deciding to sell.

After hiring Khaled to sell our established business, he started immediately to work on a sales plan. I was impressed with the swiftness and sense of urgency he displayed. Khaled got a couple of very serious buyers within a couple of months who were very interested in buying our business.

He maintained a calm and composed demeanor and helped the buyer and us the sellers... through the LOI and the due diligence period and the whole sale process.

I was very happy and comfortable with the outcome of the sale process. I would surely give Khaled Baranbo a Five star rating and would willingly refer and recommend Khaled to any business owner who is thinking of selling their business.

Thank you so much Khaled for all your help.



Brian Colaco - Sinful Desserts Inc.



Working with Khaled was an absolute pleasure throughout the process of purchasing my business. His expertise in commercial real estate and understanding of the unique needs of my business venture were invaluable making the transaction very smooth. From locating the perfect property to negotiating a favorable deal, he demonstrated professionalism and dedication every step of the way.



Ali AlKaabi - New Owner of Cambridge Race Trac.