
GABB Today

Volume 105 Issue 2 Newsletter of the Georgia Association of Business Brokers April 2005

Director's Letter: Making the Most of your GABB Membership

I suppose the title of this article begs the question, why did you join GABB in the first place? I hope the answer is somewhere along the lines of: 1) to be part of an organized group of professionals in business brokerage operating under a code of ethics, 2) educational opportunities, 3) networking opportunities, or, 4) one of the most important reasons in my mind, availability of the BBMS System. It is this BBMS system we use to manage our listings, buyers, comps, stats, etc, and the BizMLS multi-list service for co-brokering. Co-brokering and cooperating are what I want to talk about here. Remember, if I step on your toes, I'm stepping on mine too.

I have been a GABB member since late in 2000, immediately after I sold my last business and acquired my Georgia Real Estate license. Unlike many of the longer term members, I never practiced Business Brokerage for a minute before I was licensed and a member of GABB. The first deal I closed was 60 days after joining, and it was a co-brokered sale where I was the Selling Agent and Jeff Merry was the Listing Agent. Being new, I had no listings, so I was working the BizMLS hard with all my buyer prospects until I could get some decent listings. Jeff and I worked well together and closed the

deal, sharing the fee and I thought, "man this is going to be a piece of cake!" I not only get to sell my listings, but others will co-broke with me to sell theirs and they will help me sell mine. This can't be anything but a win-win situation here! I have closed about 3 or 4 other co-brokered deals with GABB members since my first one.

What's wrong with this picture? First, I have focused on getting my own listings and trying to sell them, like we all do because we are human. But, that's where we all miss out on what I believe is one of the best GABB member benefits we have: the ability to sell everyone's listings, not just our own! I suddenly realized a few weeks ago that I was not utilizing my GABB membership to the fullest extent. If I was, I would ALWAYS and CONSTANTLY search the listings for something that might fit one of my buyers.

Well, why don't I? Frankly, because many times I find that what my buyer and I are reading on the BizMLS website, the information is either not current, not accurate, it's under contract it's been taken off the market, it's really not making the money it shows, etc. etc. etc.

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MEETING NOTICE: Tuesday, April 26, 2005, 10:30 AM

The DeKalb Board of REALTORS
1414 Montreal Road, Tucker 30084-8140
770 410-7582 ♦ www.gabb.org

Speaker: Roger E. Sulhoff
"Use 401K Money to Fund The Sale-without Penalties"

Meet a Member– Up Close & Personal

Kathryne A. Pusch



Company: ConsultKAP, Inc
Position: President & Broker

Business Broker since 1997

GABB Member since 1997

Kathryne has been a broker member of GABB since 1997. During this time she has served two years as Treasurer, four years as *GABB Today* Editor, one year as President. She is on her second year as Past-President on the Board of Directors, and third year as chair of the Internet/Website Committee.

Kathryne was born Washington DC. and grew up in northern Virginia. She attended the University of Texas as a communications major, but finished her undergraduate degree in Business/Marketing Research. She then earned an MBA in Information Systems while working as an associate for Booz-Allen & Hamilton. Before moving to Atlanta 13 years ago, she lived in Chicago and Harrisburg, PA.

She is married to Dale, an “Operations Specialist” (engineer/trouble-shooter) with General Mills, with whom she has two wonderful children -- Kevin 20, at UGA, and Caitlin 18, a high school senior who will attend Berry College next year. Kathryne’s interests include almost any kind of music (she sings in the church choir), traveling to new places, reading “everything”, working with colors, including drawing, interior-and-exterior-design projects and animals, especially seeing them in their natural habitats.

Kathryne is the President of ConsultKAP, Inc., which specializes in business brokerage and consulting in preparation for a sale or purchase. The company focuses on sellers in the manufacturing, distribution, and services industry, who have over \$1 million revenue, and on buyers who are committed to the process and can afford what they really want or need to buy. Kathryne says her business and personal motto is “Plan to exceed expectations; Persevere; Believe; Have no fear.”

Kathryne started her own business after leaving the corporate consulting world when her children were born. Kathryne explains that business brokerage was a natural progression from management consulting with small to medium sized companies. She had already seen the inner workings of so many businesses, shared their daily challenges, and suffered through their financials. Intermediary functions were a part of her consulting work with small companies, and there she saw many clients often needing to sell or wanting to buy. Although she has also owned two other businesses over the years, Kathryne enjoys business brokerage because it gives her the chance to learn about all kinds of businesses, and it allows her to make not just one, but two parties happy when a transaction and successful transition occur.



Affiliate Spotlight

Buckhead Community Bank

Affiliate Member

Leigh Milton, GABB Member since 1999

**3325 Paddocks Parkway, Suite 140,
Suwanee, Georgia 30024**

Phone: 678-208-0426 Fax: 678-208-0105

lmilton@buckheadcommunitybank.com

<http://www.buckheadcommunitybank.com>



Leigh Milton is the **Senior Vice President of Buckhead Community Bank** which has just received Preferred Lender status (PLP) from the SBA for Georgia, and was the number twelve SBA lender in the state in its first partial year of operation without having had PLP status.

Leigh is an eighth generation Atlantan, but he has lived in many parts of the state. He has been married almost 16 years to Tonya Whitfield Milton, a stay-at-home mom for two daughters, Shelby 11 and Natalie 8, who both attend Woodward Academy. Interests include reading all types of fiction, running when he can, reality television shows, and the Georgia Bulldogs. With a degree in Finance, banking seemed like a perfect fit for him. Leigh is a member of Kiwanis International.

Buckhead Community Bank is a locally owned community bank with offices in Buckhead, Sandy Springs, Alpharetta and Johns Creek. It is a preferred lender for small business administration, handling small business loans for the purpose of business and real estate acquisitions, refinances and some start-ups. Its target market includes business brokers and real estate brokers dealing primarily in owner-occupied commercial properties. Being locally based allows the bank to differentiate itself from others, because it is able to react quickly to credit requests and have decisions and commitments done within a week of receipt of a complete loan application. Leigh's role within the bank is dealing with business development for SBA loans around Georgia and the southeast U.S., as well as assisting in formulating all credit, sales and marketing strategies for the group.

Leigh's advice for GABB members is this, "get good information on your buyer up front on SBA forms and it will make the loan process work easier, since the buyer will only have to fill out the forms once. Also, speak with a lender early in the process to get a feel for financing availability, as this can grease the skids for a quicker approval and help to avoid and pitfalls specifically associated with a certain transaction."

**Let's All
WELCOME
Our Newest Members**

Affiliate Members

DeeAnn Bergantino

UPS Capital
Atlanta, Georgia
404-828-8284

Amy Carson

UPS Capital
Atlanta, Georgia
770-828-7163

**The True Formula for Success
in Business and in Life**

Not new, but the following
always bears repeating:

Nothing in the world can take the
place of persistence.

Talent will not; nothing is more common
than unsuccessful men with talent.

Genius will not;
unrewarded genius is almost a proverb.

Education will not;
the world is full of educated derelicts.

Persistence and determination alone are omnipotent.

~Calvin Codrige

**More Wisdom to
Pay Close Attention To**

Watch your thoughts;
they become words.
Watch your words;
they become actions.
Watch your actions;
they become habits.
Watch your habits;
they become character.
Watch your character;
it becomes your destiny.

--Frank Outlaw

The GABB P/R Committee Needs your Help

One of the objectives of the GABB Public Relations Committee for 2005 is to get information about the GABB published in newspapers around Georgia - to encourage buyers and sellers to choose a member of the GABB to assist them. One of the best ways to accomplish this task is to give publishers interesting stories to publish.

The GABB P/R Committee needs your help to accomplish this task. Within the month of April, please email me a story or two about how you have helped a buyer or seller complete a transaction with what you learned as a member of the GABB. The story you write may get published!

Tom MacPherson

Summit Acquisitions Group

TomM@SummitAcquisitions.com

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Director's Letter Continued from Page-1

I end up feeling as though I have wasted my time and my buyer's time. Yes, I am guilty of having old or wrong data just like many of you. Also, sometimes things have changed and our seller has neglected to share such tidbits of information as: he got divorced and closed the business; he lost his best salesman; his top customer stopped buying; he lost his license; the IRS filed a tax lien for \$150K; his accountant made an error, and, his sales were not really what he thought. Worse yet, we have way too many GABB members that either don't put their listings in the BizMLS as required, or they wait a long time to do it.

What's my point here? I think we ALL need to re-evaluate the positives of being a GABB member, especially the BizMLS and the opportunity we have to market our listings as well as help sell each other's listings. One thing I know, inventory is power in any sales game, and if we all work hard to increase our listings, get them in the BizMLS, and aggressively work with our fellow members, then we will ALL sell more businesses and make more money. Remember, 50% of something is worth way more than 100% of nothing!

Let's all have a great 2005 by working together more than ever.

James Welch, GABB Secretary

Million Dollar Club

The GABB, in its desire to recognize top business sales producers in the Business Brokerage industry and to provide an incentive for them to excel in their business, each year recognizes its Million Dollar Club. To qualify for this honor, the GABB professional must produce at least \$1,000,000 of sales volume for the previous year and must complete an application with supporting documentation to substantiate all sales. Awards are given to recognize the years Top Producer, Top 5, Multi-Million Dollar Club and Million Dollar Club.

Congratulations !

to the following GABB members who qualified for this year's
Million Dollar Club:

Pat Harkins, Top Producer/Multi-Million Dollar Club

John Soublis, Top 5/Multi-Million Dollar Club

Jeff Merry, Top 5/Multi-Million Dollar Club

James Welch, Top 5/Multi-Million Dollar Club

Matt Wochele, Top 5/Multi-Million Dollar Club

Peter Antoniadis, Top 5/Million Dollar Club

Hank Tanner, Million Dollar Club

Art Lennig, Million Dollar Club

Melinda Hubbard, Million Dollar Club

Charles Jay, Million Dollar Club

Van Watkins, Million Dollar Club



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Patrick Harkins
770-649-7666

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404-874-6262

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Germaine Curtin
404-869-0122

Membership:

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Monthly Speakers:

David Still
770-962-8399

New Members

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770-962-8399

Jeff Merry

770-534-6630

Hank Tanner

770-534-5868

New Member**Orientation**

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770-962-8399

Jeff Merry

770-534-6630

Hank Tanner

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