

La zone ➡ Succès

With the professional services of a Certified Business Broker the "Foyer Notre Dame du Sourire" changed ownership.

Last October 16th, Mr. Masoud Sabeti and Mrs. Réjeanne Duguay-David became the new owners of the Home Notre-Dame-du-Sourire of Allardville. They take over from Mrs. Ida Robichaud, who wished to take her retirement after numerous years in the service specialized in the field of the Care for people with special needs or with reduced mobility.

It is necessary to know very well the process of sale or purchase for a commercial enterprise, as a home care for people with special needs to make such a transaction. "A good Certified Business Broker is inescapable and very precious professional help, which avoids you many problems when comes the time to sell a Home Care as ours" to confide Mrs. Robichaud.

An eloquent background Camille McLaughlin is the only French-speaking Certified Business Broker in transfer of businesses, Business Senior Analyst and Certified Business mediator with CANADEST BUSINESS INC. He received prestigious designation of Certified Business Intermediary (CBI), two years ago. His office at Tracadie, becomes the head office, now covers all the New Brunswick and Maritimes.

The professional services of a brokerage in the firm CANADEST are going to extend in Quebec and in Ontario in a moved closer future.

Mr. McLaughlin favours the transactions with companies which are always in service and operation. "There have an inventory, qualified employees and suppliers, as well as the real estate property, which sometimes makes it very complex transactions," he explains. "It is important to ensure transparency in the transaction between the parties, as well as confidentiality." His coordination's role allows to intervene as a broker, and help the owners

to find a buyer, and to support both parties in this transaction. The process of transfer of a Business includes, among others, the Business Valuation, the Normalization of financial statements, planning of the financing, the financial structure of the deal and the negotiation.

In service as a Business Broker since 2011, Camille McLaughlin was able of accompanying several entrepreneurs in the process of sale of their Business. He was expected to participate to the Salon Destination Canada, in France, which was postponed because of the recent events, to recruit French Entrepreneurs to invest in Businesses in New Brunswick, and especially with the French-speaking people.

Réjeanne Duguay-David and Masoud Sabeti carried out the dream to become owners of this Home and were very graceful to this Business Broker.

For the sympathetic Masoud Sabeti, who already possesses a Home Care in Saskatchewan, it is a new purchase in the North of the New Brunswick for him, whereas for Mrs. Duguay-David, who will act as manager of the establishment, she says she is enchanted to join to Mr. Sabeti to realize her dream and create a new job for her as leader of the Home Care. They received the keys of the establishment from the hands of the former owner, Ida Robichaud, and they intend to follow the way drawn by the previous administration by offering quality services of care to the people with special needs and with reduced mobility, centred on a warm welcome and caring, living as a family, with a personalized service and a healthy and excellent food." The elderly people and those who have special needs were



From left to right: David Duguay-Réjeanne and Masoud Sabeti the new owners accepting the keys by Ida Robichaud in presence of Camille McLaughlin CBI.



always of a big importance for me," add Réjeanne Duguay-David.

Mrs. Réjeanne Duguay-David and Masoud Sabeti are very satisfied with the professional services offered by CANADEST Business Broker, while providing tools and advice will be very useful for them in the management of their business. "These professional services are well beyond the expectations which they had at first from CANADEST. Thanks to the steady implication of Mr. McLaughlin and in its sensible and useful advice, we are hopeful now that our Foyer is going to be in position to offer the Home Care Services to the community and to the population," they explained.

(Publireportage)

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OFFERED SERVICES

- Appraisal of the Business Valuation of the company at Fair Market Value (FMV)
- Normalization of the financial statements of the last 5 years
- Appraisal of Machinery & Equipment at Fair market value (FMV)
- Proceed to the sale of the business on a confidential basis using methods to reach buyers on the local, regional, provincial, national and international
- Act as a consultant and business analyst throughout the sales process and Buying a business
- Prepare business plan and financial projections for the buyer and advise them on sources of funding
- Ensure coordination with all concerned stakeholders of both parties (Lawyers, accountants, tax specialists, etc.)
- Ensure the negotiation and closing of the transaction

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BUSINESS BROKERS