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ABOUT

The Australian Institute of Business Brokers (AIBB™) is the peak industry body formed in 1989 to represent and provide support services to Professional Business Brokers across Australia involved in the facilitation of transfer of business ownership from one party to another.

AIBB™ Business Broker Members across Australia achieve the following KPI's*:

- Nearly 4,000 Contracts for Sale written per year.
- Gross Member Transaction Sales exceeding \$2 Billion per year.
- Nearly 7,000 Buyer & 5,000 Seller 'Face to Face' meetings per Month.

*Extrapolated statistics from respondents to the AIBB™ Member Survey 2011.

Business Brokerage is regarded as the most demanding of all disciplines in the transfer of assets from one party to another. It arguably requires the greatest skill set and in this regard the AIBB™ is the premier provider of Training and Educational programs to its members to keep them abreast of industry trends, legislation and "Best Practice" procedures to ensure positive outcomes.

www.aibb.org.au

For professional help and advice deal only with an accredited AIBB™ member.

Your AIBB™ Member

EXPERIENCE. KNOWLEDGE. CONFIDENCE.

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The AIBB™ is the peak industry body representing Business Brokers throughout Australia with local Chapter in each State. The Institute provides Industry "best practices" Training, Accreditation and Code of Conduct Regulations for Members so that when you are dealing with an AIBB™ Member you can have confidence that you have the support mechanisms in place to assist you in your search for a quality business.



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WHY USE ONLY AN AIBB™ ACCREDITED BUSINESS BROKER?

Whether you are buying or selling a business an **AIBB™ ACCREDITED CERTIFIED PRACTISING BUSINESS BROKER** has the training, knowledge and experience to help you achieve your objective of obtaining the best possible price and under the best possible terms. An AIBB™ Business Broker has the experience to ensure the process of buying or selling a business is smooth and a 'win-win' situation for all parties. AIBB™ accredited members know how to properly value businesses, and how to structure the marketing and advertising to attract the widest possible audience to achieve the best outcome for all parties. If you are seriously considering buying or selling a business, minimise your risk. Put the experience of an AIBB™ Business Broker to work for you. They have the knowledge and experience to help you as either a business buyer or seller.



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Here are 10 Reasons why you should seek to engage an AIBB™ accredited professional:

TRAINING 1

The AIBB™ runs its own industry specific National Training and Accreditation Programs for Business Brokers. The AIBB™ training programs for Business Brokers are taught by Industry Leaders and Allied Professionals who are the experts in their respective fields. With the high accreditation standards set, the AIBB™ has established and continues its endeavours to raise the levels of competency within its membership base.



2 CODE OF CONDUCT

The AIBB™ has a Code of Conduct which all members must adhere to. This code was established in 1989 to establish and maintain public confidence in the professionalism, honesty, ability, and integrity of accredited members. The Code of Conduct is fundamental to the future success of the AIBB™, its members, and the Business Broking profession.

3 BIZSTATS DATABASE

The AIBB™ owns and operates a unique database of business sales results for AIBB™ members to be able to access as a reference when appraising business value. This is the only such database in Australia, and this unique tool enables AIBB™ members to accurately and factually assess the current market value for a wide range of business types.



4 BUSINESS FOR SALE WEBSITE

The AIBB™ owns and operates an institute owned website for members to advertise clients businesses across Australia. On this website you will find thousands of quality Businesses for Sale offered for sale by AIBB™ Business Brokers throughout Australia.

Go to www.aibbsales.com.au to see one of the largest selections of businesses available for sale today.

5 REGISTERED BUSINESS VALUERS

The Institute runs an advanced Business Valuing course for senior, experienced Business Brokers who can demonstrate at least five years experience as a practicing professional Business Broker. The course is based on the Australian National Training Authority Diploma Module in Business Broking and the Accounting Professional and Ethical Standards Board APES 225 Valuation Services. It concentrates on Valuing Small to Medium Enterprises (SME's) and is the premier training course of its type in Australia in this area. Graduates from the course are registered with the Institute as Registered Business Valuers where their contact details can be accessed.

6 CONTINUING PROFESSIONAL DEVELOPMENT

Each year AIBB™ members are required to undertake Continued Professional Development education and assessment to ensure that members demonstrate professional competence, and keep abreast with changes in approach and legislation and the latest developments in the industry and across all markets.

7 NATIONAL CONFERENCE

Each year the AIBB™ provides members with a national conference where the latest industry developments, legislative changes, ideas and future directions in the industry are addressed by a wide range of world acclaimed industry practitioners and speakers. Members also take part in a range of practical workshops where their skills and knowledge and their currency with present and future aspects of the industry are

also addressed. The National Conference is also the venue for the industries high achievers to be recognised for their efforts in the Business Broking Profession and the Community at large.

8 GOVERNMENT LIAISON

On a consultative basis, the Institute's Executive bodies (and Legal counsel) advise and make representations to both State and Federal Government on matters affecting its members, industry practices, and consumer affairs - to ensure "Best Practice" outcomes for all parties.

9 AWARDS

The Institute's annual **Awards for Business Broker of the Year** and other acclamations and rewards are keenly contested by members who have demonstrated commitment to their client's interests in the areas of Customer Service, Professional and Industry Development, as well as their achievements in facilitating a significant number of settled business sales and are a testament to these competencies.

10 INTERNATIONAL AFFILIATION

The AIBB™ consistently strives to keep abreast of International trends in the business transfer industry and is a Chapter Member of the International Business Brokers Association. AIBB™ members regularly interact with international counterparts and participate in international exchange programs for member education and governance.