

InBLISS®

Sample Reports and Screen Shots

Compare InBLISS® Full and InBLISS Lite (basic) - (Features as of 01/20/2005)

	InBLISS Basic	InBLISS Full
Complete integration with the look & feel of your association's public website	✓	✓
Flexible Placement for Log In – on home page or in separate member area	✓	✓
Member area shows your own domain name in the URL (e.g. login.yourassociation.org)	✓	✓
Only standards-compliant technologies means no special software or hardware needed	✓	✓
Alternate language headings and page elements available	✓	✓
Online Help function and both client-side and server-side error checking.	✓	✓
Complete written user's guide provides detailed explanations on use of the system	✓	✓
Easy upgrade/downgrade path from Full or Basic systems	✓	✓
Integration of listings with the OPTIONAL Buyer Mangement System.		✓
Integration of listings on the association website as well as member websites	Limited	✓
Professional and customized styles available for listings details	✓	✓
Location search by drill-down maps instead of or in addition to drop down boxes	✓	✓
Advanced search options such as keywords and phrases	✓	✓
Pick Multiple Industries and/or Locations in a full screen mode instead of using the Control key in a scrolling list. Avoids problems of control key select method and allows searching with CTRL-F.	✓	✓
The entire listing, except for attachments, is easily entered on a single input screen without any pop-up windows or multiple entry pages	✓	custom
Minimal required fields allow quick posting while still ensuring enough information for an informative listing. Enter a listing in just minutes and have it show on the website immediately after posting.	✓	✓
Additional fields allow more detail than most stand alone listing services – allowing you to show as much or as little detail as you wish.	✓	✓
Comprehensive entry of data is broken into logical pages for quick entry.		✓
Optionally provide a 2nd business type for searches (e.g. gas station / convenience store)		✓
Detailed financials - Include up to six years of historical financial income statement information, Owner Financing Information, as well as summary annualized numbers for web		✓
No re-entry of financial data to display information in a different column. Just give the column a new number and InBLISS re-sorts and displays the information in the new order. Easily add a new year's financial information and place it in the right column with no re-		✓
Include complete marketing summaries for staffing, facilities, equipment, property, and other major business information items		✓

Continued

Compare InBLISS® Full and InBLISS Lite (basic) - (Features as of 01/20/2005)

	InBLISS Basic	InBLISS Full
Numbers in financial section entry area line up as you'd expect – and you can use commas to help visually ensure data accuracy	✓	✓
Financial totals are calculated live on screen to minimize data entry errors	✓	✓
Payment calculation tool for seller and 3rd party financing		✓
Optionally, up to four attachments such as photos or spreadsheets can be added to any listing.	✓	✓
Captions for attachments that display along with the listing details.	✓	✓
Your own information is automatically attached to a listing. No need to re-enter any contact information. Update your contact information in one place and all your listings are immediately updated.	✓	✓
Use our standard business categories, or use your own association's preferred categories	✓	✓
Easy e-mailing of professionally designed profiles		✓
Email your listing profiles and optionally send a copy to yourself.		✓
Print or email now - no need to go to another location or function. Professionally designed and formatted in HTML text with logos and proportional fonts or selected PDF options for either print or e-mail options.		✓
Association or Office administrators can place a member on hold if necessary	✓	✓
Reassign listings from terminated agents to active agents		✓
Flexible management reports allow including only the amount of information needed.		✓
Reports of all or selected listings that allow you to choose which fields of information to display for printing, e-mailing or downloading to Excel	✓	✓
Management reports can be exported to Excel for more detailed analyses		✓
News blogs and member discussion forum options available		✓
Easily integrate links to your association forms, documents, and newsletters		✓
Complete MLS facilities.		✓
Statistical reports -- recently enhanced for current / prior year sales comparisons		✓
MLS statistics tell you not only how many people looked at your listings, but exactly which association members did as well, and how many of those listings were e-mailed to potential buyers		✓
Maintain complete organization or association rosters by individual or by office - Integrates with the OnLine Billing System	✓	✓
Office administrators can enter listings for any agent in an office	✓	✓
Association administrators can place an entire office on hold if necessary	✓	✓
Complete chapter / region integration		✓
Create a local area definition for quick review of businesses available in your local area		✓
Over-ride security allows office administrator to control how much agent information is disclosed to the public. Require all contacts through the office, or let each agent set up his or her own contact information for the public.	✓	✓
Additional fields available in office and member profiles for entry of state license numbers and expiration dates as well as association designations and expiration dates	✓	✓
Integration with listings sold by your members for easy comparables reports (requires your association's sold listings history to be available)		✓
Compare Sold and Active listings on the same report. Use the preformatted comparison reports or download to Excel for custom reports.		✓
Stationary headings on on-screen reports don't scroll off the screen when you view long lists of data.	✓	✓
Customized confidentiality and other forms are integrated into your website	Limited	✓
Reactivate expired listings	✓	✓
Recover accidentally deleted listings or agent records		✓

Full System Input Screens (Co-Broke)

Our standard input screens guide the broker along in the entry of a listing by breaking it into manageable sections. The “Public” section, shown on the left, includes almost all of the required data and most of the other fields which are typically public in nature (i.e. not considered as confidential and/or typically available to the public website visitor).

The second screen (not shown) includes the fields to record the location of the business and contact information for the seller of the business.

Here the “financial” screen provides access to asset information, financing details, and up to six sets of financial statements. InBLISS is actually capable of allowing an unlimited number of financial statements per listing but we have found six to be an ideal number to make available. Most of our users enter from 2 to 5 sets of financial statements. Note that you can enter the information in any order and easily rearrange it later.

Up to three financial statements are entered on a single screen. Unlike most web-based systems, InBLISS allows you to enter dollar signs and/or commas as a part of the input. Light shaded boxes are automatically calculated as you enter the information. There is no “recalc” button needed to verify your results. Also, financials are entered down the columns, just as you would in a spreadsheet. Features such as right alignment, calculations, and commas reduce errors and speed input.

	1999 P/L Statement	1998 Owner's Estimate	1997 Annualized
Gross Sales	120,000	85,000	150,000
Cost of Goods Sold	15,000	18,000	0
Gross Profit	105,000	67,000	150,000
Payroll	0	0	0
Other Expenses	18,000	0	0
Net Profit (before taxes)	87,000	67,000	150,000
Depreciation / Amortization	0	0	0
Interest	0	0	0
Owner Salary	0	0	0
Fringe Benefits	0	0	0
Other Adjustments Desc 1			
Other Adj. Amount 1	0	0	0
Other Adjustments Desc 2			
Other Adj. Amount 2	0	0	0
Other Adjustments Desc 3			
Other Adj. Amount 3	0	0	0
Adjusted Cash Flow (Total Owner Benefit)	87,000	67,000	150,000

InBLISS Basic (Lite) Input Screens

Non Co-Brokered Basic version

For those who don't plan to co-broke, the "InBLISS Basic" or "Lite" version provides the entire input on a single screen as shown here. With a focus typically on listing and not co-brokering a business, the number of fields has been greatly reduced to provide a quicker input screen.

Even in the Lite version, though, your members still enjoy the availability of tracking nearly 50 different standard items.

Businesses For Sale US
WHERE BUYERS & SELLERS MEET

BFSUS Home | Login | News | Reports | Maintenance | Services | Log Off

Business Listing Details

Required Fields Are Shown in Red

Contact: Tate, Allen
 Listing Number: 13890673
 Expiration Date: 12/31/2004 (usa mm/dd/yyyy format)
 Listing Status: Active
 Business Legal Form: Undisclosed
 Listing Headline: GAS STATION-STORE (50 character limit)
 Industry: Retail Trade
 Industry Category: Gasoline Stations with Convenience Stores
 General Location: CORAL GABLES (75 character limit)
 Intra-state Region: South Florida
 County: Miami-Dade
 Business Description: (2400 character limit)

ENTER ONLY WHOLE DOLLAR AMOUNTS

Asking Price:	\$ 275,000	Asset Values (Check if Included in the Asking Price)	
Down Payment:	\$ 0	Inventory:	\$ 0 <input type="checkbox"/>
Gross Revenue:	\$ 0	Equipment:	\$ 0 <input type="checkbox"/>
Adj. Cash Flow:	\$ 109,000	Real Estate:	\$ 0 <input type="checkbox"/> No <input checked="" type="checkbox"/>
Payroll:	\$ 0	Other:	\$ 0 <input type="checkbox"/>
Monthly Rent:	\$ 0	Total Assets:	\$ 0

Attachments (for security purposes, this opens in a new window)

The following custom fields are available for your use

Brand:	SHELL
Gallons:	98,000.00
C-Store Sales:	28,000.00

Submit | Cancel

Business Listing Details

Required Fields Are Shown in Red

Contact: Department, Broker
 Listing Number: 1008
 Expiration Date: (usa mm/dd/yyyy format)
 Listing Status: Active
 Business Legal Form: Undisclosed
 Listing Headline: Sports Collectibles & Memorabilia - SOLD (50 character limit)
 Industry: Retail Trade
 Industry Category: Sporting Goods Stores
 General Location: Suffolk County, Long Island New York (75 character limit)
 County: SUFFOLK
 Business Description: (2400 character limit)

ENTER ONLY WHOLE DOLLAR AMOUNTS

Asking Price:	\$ 125,000	Asset Values (Check if Included in the Asking Price)	
Down Payment:	\$ 75,000	Inventory:	\$ 0 <input type="checkbox"/>
Gross Revenue:	\$ 240,000	Equipment:	\$ 0 <input type="checkbox"/>
Adj. Cash Flow:	\$ 50,000	Real Estate:	\$ 0 <input type="checkbox"/> No <input checked="" type="checkbox"/>
Payroll:	\$ 0	Other:	\$ 0 <input type="checkbox"/>
Monthly Rent:	\$ 2,000	Total Assets:	\$ 0

Seller Financing: Negotiable (50 character limit)
 Year Established: Year Acquired by Seller: 2003 Building: 1000 Sq. Feet
 # of Employees: FT PT Mgrs
 Reason for Selling: Partners have unrelated businesses that take priority. (75 character limit)
 Mgmt/Training Support: (75 character limit)

is business relocatable? Yes No Not Disclosed
 is business a franchise? Yes No Not Disclosed
 home-based business? Yes No Not Disclosed

Comments (for security purposes, this opens in a new window)

The following information about the Business for sale is for your own (non-public) use

Name of Business: Bagel King of Long Island Inc
 Business Address 1:
 Address 2:
 City/Location:
 State/Province: Choose State ZIP Code

Submit | Cancel

Customized Input Screens

InBLISS does not force you to use fields you don't need or want. Aside from just a dozen required fields, you can choose to use or ignore the remaining input fields. If you choose, you can even have a custom input screen like the one shown to the left that completely removes any unneeded fields. Another InBLISS feature shown here are custom fields. Not only can you remove fields you don't need, but InBLISS allows you to add fields you do want and which are not already a part of the standard system (gallons of gas sold, for example).

- Notice how these sections don't appear in the custom input screen on the left. Input screens can be customized to meet your exact needs by removing sections or even rearranging the order of the sections.
- The screen on the left also demonstrates added custom fields. Here are shown Brand, Gallons, and C-Store Sales to show how a broker specializing in convenience stores might wish to add detailed fields not otherwise available. With custom fields, you control the special data you track!

Sold Listings Reports

InBLISS retains the entire listing information for every listing sold providing an invaluable resource to the association's members. With details available on all comparable listings, a member can make intelligent choices about which businesses to include or exclude from comparables reports. In addition to businesses that have already been sold, a broker can make comparisons to similar businesses currently listed by the association members. To provide even more depth to the data available, InBLISS includes government data covering thousands of active businesses based on NAICS classifications.

Together, NAICS general overview reports, sold listings comparables and active listings comparables provide a comprehensive basis to assist the seller and the broker in determining a likely selling price for a business.

Similar to the extensive search options available for active listings, the sold listings database can be

searched by such typical criteria as location, industry, listing price, selling price, gross sales as well as more detailed criteria such as whether real estate was included in the sale or if the business was seasonal or home-based.

13 matching listings
Click on a listing to see details. Click on a column heading to sort table by that column (click again to reverse order)

Only CHECKED items are included in reports Items in red indicate actual sale values and dates

Ind?	Industry	Location	Status	Price Listed	Price Sold	Down Ask	Gross Sales	Owner Benefits	Total Assets
<input checked="" type="checkbox"/>	RESTAURANT	PANCI	Active	135,000		100,000			209,792
<input checked="" type="checkbox"/>	ITALIAN RESTAURANT	MARCO	Sold	89,000	90,000	49,000	350,000	81,155	70,000
<input checked="" type="checkbox"/>	ITALIAN RESTAURANT	North Palm Beach County	Sold	300,000	300,000	80,000	838,000	192,000	179,500
<input checked="" type="checkbox"/>	ITALIAN RESTAURANT	Lake Worth, Florida	Active	1,600,000	1,100,000	1,200,000		427,000	1,250,000
<input checked="" type="checkbox"/>	Italian Restaurant		Active	115,000		115,000		ASSET SALE	183,000
<input checked="" type="checkbox"/>	ITALIAN RESTAURANT & PIZZERIA	WEST DELRAY BEACH	Active	450,000		225,000	831,418	206,887	357,000
<input checked="" type="checkbox"/>	ITALIAN RESTAURANT & PIZZERIA	MARGATE	Active						
<input checked="" type="checkbox"/>	Italian Restaurant located in busy shopping center		Active						
<input checked="" type="checkbox"/>	Italian Restaurant	East Ft. Lauderdale	Active						
<input checked="" type="checkbox"/>	Italian Restaurant	Western Palm Beach County	Active						
<input checked="" type="checkbox"/>	Gorgeous upscale ristorante and lounge	Pt. Lauderdale	Active						
<input checked="" type="checkbox"/>	RESTAURANT	FLA. LAUD.	Active						
<input checked="" type="checkbox"/>	Italian Restaurant	Boca Raton, Florida	Active						
<input checked="" type="checkbox"/>	Italian Restaurant	EAST CENTRAL BROWARD COUNTY	Active						
<input checked="" type="checkbox"/>	Italian Restaurant	EAST CENTRAL BROWARD COUNTY	Active						
<input checked="" type="checkbox"/>	ITALIAN RESTAURANT	N.W. BROWARD	Active						
<input checked="" type="checkbox"/>	Italian Restaurant	West Broward	Active						
<input checked="" type="checkbox"/>	ITALIAN RESTAURANT	OAKLAND PARK	Active						
<input checked="" type="checkbox"/>	ITALIAN RESTAURANT	SOUTH UNIVERSITY - PLANTATION	Active						

9 matching listings
Click on a listing to see details. Click on a column heading to sort table by that column (click again to reverse order)

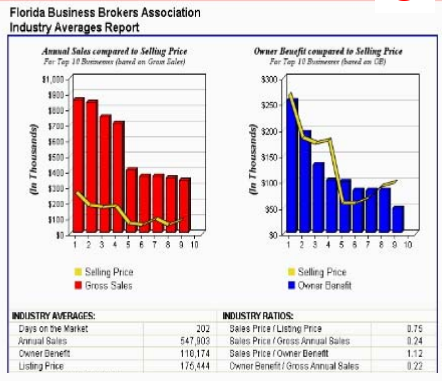
Only CHECKED items are included in reports Items in red indicate actual sale values and dates

Ind?	Industry	Location	Status	Price Listed	Price Sold	Down Ask	Gross Sales	Owner Benefits	Total Assets
<input checked="" type="checkbox"/>	ITALIAN RESTAURANT	N.W. BROWARD	Sold	89,000	90,000	49,000	350,000	81,155	70,000
<input checked="" type="checkbox"/>	ITALIAN RESTAURANT	North Palm Beach County	Sold	300,000	300,000	80,000	838,000	192,000	179,500
<input checked="" type="checkbox"/>	ITALIAN RESTAURANT	N.W. BROWARD	Sold	80,000	80,000	49,000	400,000	80,890	180,000
<input checked="" type="checkbox"/>	ITALIAN RESTAURANT	West Broward	Sold	65,000	65,000	360,000	97,500		70,000
<input checked="" type="checkbox"/>	ITALIAN RESTAURANT	OAKLAND PARK	Sold	185,000	180,000	75,000	700,000	100,000	185,000
<input checked="" type="checkbox"/>	ITALIAN RESTAURANT	SOUTH UNIVERSITY - PLANTATION	Sold	190,000	190,000	100,000	358,025	47,236	179,085
<input checked="" type="checkbox"/>	Italian Restaurant	Palm Beach County	Sold	350,000	350,000	100,000	852,100	253,554	184,500
<input checked="" type="checkbox"/>	ITALIAN RESTAURANT	N.W. BROWARD	Sold	95,000	92,000	80,000	336,000	80,896	85,000
<input checked="" type="checkbox"/>	Italian Restaurant	West Broward	Sold	225,000	225,000	738,000	130,275		385,000
<input checked="" type="checkbox"/>	RESTAURANT	RE LAUD.	Active	175,000		175,000	500,000	93,870	187,000
<input checked="" type="checkbox"/>	ITALIAN RESTAURANT & PIZZERIA	WEST DELRAY BEACH	Active	199,500		99,500			80,000
<input checked="" type="checkbox"/>	ITALIAN RESTAURANT & PIZZERIA	MARGATE	Active	450,000		225,000	831,418	206,887	357,000
<input checked="" type="checkbox"/>	ITALIAN RESTAURANT & PIZZERIA	MARGATE	Active	175,000		85,000	34,964	7,891	197,000
<input checked="" type="checkbox"/>	Gorgeous upscale ristorante and lounge	Pt. Lauderdale	Active	350,000		200,000	1,364,713		610,000
<input checked="" type="checkbox"/>	Italian Restaurant	Lake Worth, Florida	Active	300,000		300,000		210,000	235,000
<input checked="" type="checkbox"/>	Italian Restaurant	Boca Raton, Florida	Active	650,000		325,000	1,313,078	280,711	550,000
<input checked="" type="checkbox"/>	Italian Restaurant	East Ft. Lauderdale	Active	150,000		100,000	340,000	63,000	325,000

When results of a search are first returned, they include all matching listings (13 sold matches in this case 1). The member can then review the results, click on a listing to see the details and then decide which listings to exclude from the final reports by unchecking the appropriate check box 2. After sorting the listings, the final results are shown, in this case with 9 sold listings 3 and 7 active listings.

If the member reviews the reports and then decides the selected comparables are not exactly a desired sample, simply returning to the search page or to this results page allows the member to further refine the selection. Reports can be prepared sorted on any of the column headings shown (for example, date sold, original listing price, actual selling price, amount down, or the discretionary earnings).

1



2

**Florida Business Brokers Association
Sold Businesses Comparables Report**
Prepared Sunday, June 06, 2004

Industry & Business Type	Listing Number	Date Sold	List Price	Down	List/Actual Price	Gross Annual Sales (GAS)	Owner Benefit	Inventory	Real Estate
RESTAURANTS ITALIAN RESTAURANT	1231209	10/14/2002	\$98,000	\$48,000	1.48	\$350,000	\$81,155	\$1,000	\$1,000
RESTAURANTS ITALIAN RESTAURANT	1862067	3/14/2003	\$300,000	\$99,000	1.52	\$636,000	\$192,000	\$500	\$70,000
RESTAURANTS ITALIAN RESTAURANT	1230972	09/12/2000	\$80,000	\$48,500	1.14	\$400,000	\$80,990	\$2,000	\$100,000
RESTAURANTS ITALIAN RESTAURANT	1981127	01/22/2001	\$65,000	\$65,000	1.10	\$350,000	\$97,900	\$1,500	\$50,000

3

**Florida Business Brokers Association
Active Businesses Comparables Report**
Prepared Sunday, June 06, 2004

Industry & Business Type	Listing Number	List Price	Down	List/Actual Price	Gross Annual Sales (GAS)	Owner Benefit	Inventory	Real Estate
RESTAURANTS ITALIAN RESTAURANT	2429600	\$300,000	\$300,000	\$1,000,000	\$210,000	\$15,000	\$225,000	\$235,000
RESTAURANTS ITALIAN RESTAURANT	2429600	\$650,000	\$325,000	\$1,313,079	\$280,711	\$25,000	\$400,000	\$550,000
RESTAURANTS ITALIAN RESTAURANT	1982294	\$190,000	\$100,000	\$340,000	\$63,000	\$2,200	\$125,000	\$325,000
RESTAURANTS ITALIAN RESTAURANT	1231343	\$199,500	\$95,500	\$500,000	\$33,670	\$10,000	\$80,000	\$90,000
RESTAURANTS ITALIAN RESTAURANT	144126	\$450,000	\$225,000	\$931,419	\$205,897	\$7,000	\$200,000	\$357,000
RESTAURANTS ITALIAN RESTAURANT	144127	\$175,000	\$85,000	\$34,564	\$7,691	\$7,000	\$100,000	\$197,000
RESTAURANTS ITALIAN RESTAURANT	1819099	\$350,000	\$200,000	\$1,364,713	\$22,118	\$10,000	\$300,000	\$910,000

Prepared for: Potential BBA Member
123 Main Street
Philadelphia PA 02031

Prepared by: Frank Rubin
AMERIVEST BUSINESS BROKERS, INC.
5455 N. Federal Hwy
Suite 1
Boca Raton, FL 33487

End of

4

**Florida Business Brokers Association
Sold Businesses Comparables Report**
Prepared Sunday, June 06, 2004

Industry & Business Type	Listing Number	Date Sold	List Price	Down	List/Actual Price	Gross Annual Sales (GAS)	Owner Benefit	Inventory	Real Estate
RESTAURANTS ITALIAN RESTAURANT	1231209	10/14/2002	\$98,000	\$48,000	1.48	\$350,000	\$81,155	\$1,000	\$1,000
RESTAURANTS ITALIAN RESTAURANT	1862067	3/14/2003	\$300,000	\$99,000	1.02	\$636,000	\$192,000	\$500	\$70,000
RESTAURANTS ITALIAN RESTAURANT	1230972	09/12/2000	\$80,000	\$48,500	1.14	\$400,000	\$80,990	\$2,000	\$100,000
RESTAURANTS ITALIAN RESTAURANT	1981127	01/22/2001	\$65,000	\$65,000	1.10	\$350,000	\$97,900	\$1,500	\$50,000
RESTAURANTS ITALIAN RESTAURANT	1231081	7/6/2001	\$185,000	\$75,000	1.03	\$700,000	\$100,000	\$0,000	\$105,000
RESTAURANTS ITALIAN RESTAURANT	1231102	11/15/2001	\$100,000	\$100,000	1.00	\$393,025	\$67,238	\$17,284	\$179,000
RESTAURANTS ITALIAN RESTAURANT	1980705	12/02/2003	\$90,000	\$90,000	1.30	\$65,100	\$53,554	\$4,000	\$62,000
RESTAURANTS ITALIAN RESTAURANT	232234	5/25/2004	\$95,000	\$95,000	1.03	\$239,000	\$80,196	\$0,000	\$90,000
RESTAURANTS ITALIAN RESTAURANT	1862290	4/05/2004	\$225,000	\$225,000	1.29	\$739,000	\$130,276	\$0,000	\$107,000

Prepared for: Potential BBA Member
123 Main Street
Philadelphia PA 02031

Prepared by: Frank Rubin
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5455 N. Federal Hwy
Suite 1
Boca Raton, FL 33467

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All reports are shown at once in an easy to follow display. Each report is separated by a red line. Note the professional layout and the association-selected shading for the alternate rows on the reports shown on screen. Graphs are included in the Industry Averages Report 1 to provide visual feedback to the seller. The Sold Businesses Comparables Report 2 includes not only the standard data from the database, but also days on the market and ratios such as original listing price to actual selling price, selling price to gross sales and selling price to discretionary earnings.

Many times there are businesses currently on the market that are also excellent sources for comparables reports. If the member chose to include active listings, the Active Businesses Comparables Report 3 will include these businesses with ratios that make sense in the context (such as percent down payment requested and listing price to discretionary earnings)

Continuing the logical design of the InBLISS system, if the member wishes to print these reports, it's as simple as clicking on the Print button 4 provided (or choosing File>Print from the browser's menu).

Throughout the InBLISS system, one never needs to click on a special link to provide a print version of a report, yet reports will print professionally without looking like a web page.

Printed comparables reports properly separate by page and include footers on each page that identify the client or remarks (as entered by the member when preparing the reports). Footers also identify the member who prepared the report (which is taken directly from the member's record). As shown, the graphs print in full color but shading has been reduced to make data easier to read.

Profit / Loss Comparisons to Industry Standards
NAICS Major Industry 453: Miscellaneous Store Retailers

Page 1 of 2

	This Business	NAICS 453 Common Size	Difference
Income			
Gross Sales	0	100,000	(100,000)
Less Cost of Goods Sold	0	64,130	(64,130)
Gross Profit	0	35,870	(35,870)
Operating Expenses			
Officer/Owner Salary & Fringe Benefits	0	2,660	(2,660)
Payroll Expense	0	11,590	(11,590)
Repairs	0	690	(690)
Bad Debts	0	200	(200)
Rent	0	4,090	(4,090)
Licenses & Taxes	0	1,850	(1,850)
Interest	0	1,280	(1,280)
Charitable Contributions	0	20	(20)
Depreciation/Amortization	0	1,550	(1,550)
Advertising	0	1,670	(1,670)
Other Deductions	0	8,670	(8,670)
Taxable Income	0	1,510	(1,510)
Less Income Taxes		390	(390)
Net Income (Loss)	0	1,130	(1,130)
Add to Net Income:			
Interest	0	1,280	(1,280)
Depreciation/Amortization	0	1,550	(1,550)
Income Taxes		390	(390)
Earnings Before Int./Depr./Taxes/Amort (EBITDA)	0	4,340	(4,340)
Add to EBITDA:			
Owner Compensation & Fringe Benefits	0	2,660	(2,660)
Other Adjustments			
Net Owner Benefit			

As part of producing a comprehensive analysis on a potential listing, or to better understand the business ratios for the seller's industry, the NAICS reports give a general background on what national businesses are reporting to the government. A member only needs to choose the NAICS category to produce the quickest report available, shown on the left. Without entering the data for the subject business, comparisons are not available, but useful information is still presented for the industry.

What do the numbers mean?

Profit / Loss Comparisons:
 The comparative profit / loss statements help you to compare your business as reported on a US federal level. The industry statistics were reported by 109,364 corporations.

1. **This business:** This column represents the information you

Profit / Loss Comparisons to Industry Standards
NAICS Major Industry 453: Miscellaneous Store Retailers

Page 1 of 2

Selected P/L Values

Components of Owner Benefit for this business

	This Business (2000 Tax Return)	NAICS 453 Common Size	Difference
Income			
Gross Sales	1,185,000	1,185,000	0
Less Cost of Goods Sold	700,000	759,941	(59,941)
Gross Profit	485,000	425,059	59,941
Operating Expenses			
Officer/Owner Salary & Fringe Benefits	85,000	33,891	51,109
Payroll Expense	150,000	137,223	12,777
Repairs	18,000	8,992	9,008
Bad Debts	0	2,370	(2,370)
Rent	24,000	48,348	(24,348)
Licenses & Taxes	5,000	22,041	(17,041)
Interest	2,500	15,168	(12,668)
Charitable Contributions	500	237	263
Depreciation/Amortization	17,500	18,368	(868)
Advertising	0	19,790	(19,790)
Other Deductions	25,000	102,740	(77,740)
Taxable Income	159,500	17,891	141,609
Less Income Taxes	60,000	4,503	55,497
Net Income (Loss)	99,500	13,388	86,112
Add to Net Income:			
Interest	2,500	15,188	(12,688)
Depreciation/Amortization	17,500	18,368	(868)
Income Taxes	60,000	4,503	55,497
Earnings Before Int./Depr./Taxes/Amort (EBITDA)	179,500	51,427	128,073

Taking the same report just produced but adding information from the tax return or financial statement of the subject business, a new comparison report is produced with graphs that help visually show the comparison between the subject business and the industry as a whole.

As with all reports in InBLISS, the layout onscreen is professionally designed and scrolls easily. Yet, with the simple click of the Print button, the report is printed on two pages properly formatted without the unnecessary buttons or lines required on the screen. (see next page for the printed versions)

Sold Listings Reports: Select fields to include:

Note: Listings converted from prior systems may not contain information for all fields available.

<input checked="" type="checkbox"/> Date Sold	<input type="checkbox"/> Selling Office
<input checked="" type="checkbox"/> Actual Sales Price	<input type="checkbox"/> Actual Assets Sold
<input checked="" type="checkbox"/> Actual Down Payment	
<input checked="" type="checkbox"/> Listing Number	<input type="checkbox"/> Listing Agent Number
<input type="checkbox"/> Industry Type Code	<input type="checkbox"/> Listing Agent Name
<input type="checkbox"/> Industry Description	<input checked="" type="checkbox"/> Original Listing Price
<input checked="" type="checkbox"/> Business Category	<input checked="" type="checkbox"/> Original Down Payment Listed
<input type="checkbox"/> Heading Summary	<input checked="" type="checkbox"/> Gross Sales
<input type="checkbox"/> Business Name	<input checked="" type="checkbox"/> Owner Benefit
<input checked="" type="checkbox"/> General Location	<input checked="" type="checkbox"/> Original Total Assets Listed
<input type="checkbox"/> County	
<input type="checkbox"/> City [Business Location]	
<input type="checkbox"/> Executive Summary*	<input type="radio"/> 2-Row Format <input type="radio"/> Same Row Format

(see note below regarding the format options)

Select report format

Choose this option to view on screen **View**

Excel Auto Filter: On Off **Save as Excel**

Return

Excel format requires Microsoft Excel 97 or later

Producing the standard detailed reports for either active or sold listings is as simple as clicking on the “View” or “Save as Excel” buttons shown above. The default columns that will be included are already checked off that produce a formatted report that fits nicely on a regular sheet of paper. For those wishing to review the most data possible, selecting every field and then saving the report to Excel provides a complete basis for nearly any analysis desired.

Reports available from this screen are extremely flexible. Including the executive summary from each listing provides enhanced detail not available from most systems.

Active Listings Reports

Where possible, report headings appear at the top of each printed page on multi-page reports — something rarely seen on reports printed from a web browser.

Advanced Search

Industry:	All Industries	<input type="checkbox"/> Multiple Category Search
Category:	All Categories	
Location:	All Locations	All Sources <input type="checkbox"/> Income Source
Listing Price:	0 To:	All <input type="checkbox"/> SBA Pre-Qualified
Down Payment:	0 To:	All <input type="checkbox"/> 3rd Party Financing
Annual Sales:	0 To:	All <input type="checkbox"/> Franchises
Owner Benefit:	0 To:	All <input type="checkbox"/> Absentee Owner
Total Assets:	0 To:	All <input type="checkbox"/> Relocatable
<input type="radio"/> New Only	since (mm/dd/yyyy)	All <input type="checkbox"/> Home Based
<input checked="" type="radio"/> New or Changed		All <input type="checkbox"/> Seasonal
Agent or Office Number:		All <input type="checkbox"/> Real Estate Included
Listing Number or Numbers:		All <input type="checkbox"/> Real Estate Available
Key Words or Phrase:		
	<input type="radio"/> Match any keyword <input checked="" type="radio"/> Match all keywords	
	(use quotes to search for an exact phrase)	
Search		

Multiple BLI buyer or agent versions, or a combination, can easily be printed. Simply view the reports on screen, then click on the “Print” button. Each listing will print on a separate page just as if they were printed individually.

In the unlikely event that InBLISS does not provide a required report, it can still be added to the association’s report options.

All active reports start from the search screen. Note the ability to search by a member pre-defined local area or selected multiple areas, a certain industry or multiple selected industries, keywords, agent or any of a number of other options.

Once a search is completed the results are displayed in a grid as shown below. Note the highlighted row shows the industry to which the listing belongs.

FBIIA MLS - Powered By InBLISS® from Johnson Services - Microsoft Internet Explorer

12 matching listings

Listing	Industry	Location	Listing Price	Down Payment	Gross Sales	Owner Benefits	Total Assets
8242049	Pet Shop	Lee County	299,000	150,000	695,682	77,696	260,000
1789297	PET STORE	STUART	75,000	75,000			75,306
4231326	ANIMALS/PETS	MELT GROWLAND	395,000	250,000	700,600	140,131	175,000
8229083	Pet Grooming Business	Naples, Florida	99,000	69,000	90,500	62,320	9,750
8242060	Pet Grooming	Romita Springs	85,000	30,000	155,117	44,598	17,000
819655	Dog Grooming	Pinellas	92,000	32,000	45,000	49,000	
8178120	Unique Aquarium Store	Tampa Bay Area	ANIMALS/PETS -> PET GROOMING	5,000	242,234	59,482	55,000
8124378	Veterinary Clinic	SRV Florida	312,000	282,000	374,541	95,370	41,000
802.07	Veterinary Clinic	Pinellas Area	399,000	399,000			
4599232	Kennel Boarding/Training	Central Florida	375,000	375,000	321,000	113,500	189,500
4599233	Kennels Boarding/Training	Central Florida	650,000	650,000	321,000	113,500	755,500
8180252	Dog Training Daycare	Pinellas Park	176,000	176,000	133,815	67,944	14,500

OneList®

OneList is an InBLISS exclusive feature that allows members to tie together their listings from multiple associations to which they may belong. For example, an IBBA member might also be a member of the FBBA and a VR Business Brokers franchisee. Through the OneList system the member can enter a listing once and then tie it in to all three associations. If a listing is sold, it only needs to be marked sold once and all three association files are updated.

Improving productivity is the focus of OneList.

Listings Transfers Return

Click on a Listing To Copy

Listings marked have already been transferred

Florida Business Brokers Association

Listing No	Member #	Expiration	Status	Industry
<input checked="" type="checkbox"/> 1340101	13401	11/12/2004	Active	90.11 NEW FRANCHISES / INF EMPLOYMEN
<input checked="" type="checkbox"/> 1340188	13401	1/8/2005	Active	30.51 DISTRIBUTION / DIST-POOL/SPA
<input checked="" type="checkbox"/> 1340189	13401	11/10/2004	Active	30.19 DISTRIBUTION / DIST-FOOD PROD
<input checked="" type="checkbox"/> 1340170	13401	8/5/2004	In Progress	76.15 RESTAURANTS / FAST FOOD FRANCI
<input checked="" type="checkbox"/> 1341003	13401	8/15/2004	Contract Pending	73.20 REAL PROPERTY RLTD / INDUSTRI
<input checked="" type="checkbox"/> 1341005	13401	8/20/2004	Contract Pending	11.25 AUTOMOTIVE / AUTO WINDOW TINT
<input checked="" type="checkbox"/> 1341007	13401	8/12/2008	Active	80.82 MANUFACTURING / MFG-EQUIPMENT
<input checked="" type="checkbox"/> 1349999	13401	2/4/2005	Active	23.01 ELECTRONIC/SICOMPUTER / COMPUT
<input checked="" type="checkbox"/> 1340220	13402	10/27/2004	Active	28.01 WHOLESALE / WHOLESALE BAKERY
<input checked="" type="checkbox"/> 1340528	13405	11/12/2004	Active	13.01 BEAUTY/PERSONAL CARE / HAIR S
<input checked="" type="checkbox"/> 1340532	13405	8/25/2004	Active	61.07 MEDICAL RELATED BIZ / MEDICAL
<input checked="" type="checkbox"/> 1340538	13405	11/17/2004	Active	74.06 RETAIL MISCELLANEOUS / RETAIL
<input checked="" type="checkbox"/> 1340540	13405	11/23/2004	Active	61.06 MEDICAL RELATED BIZ / MEDICAL
<input checked="" type="checkbox"/> 1340544	13405	1/22/2005	Contract Pending	20.03 CHILD CARE / DAY CARE & AFTER
<input checked="" type="checkbox"/> 1340549	13405	2/24/2005	Active	76.03 RESTAURANTS / DINER
<input checked="" type="checkbox"/> 1340550	13405	2/21/2005	In Progress	86.01 SIGNS / SIGN COMPANIES
<input checked="" type="checkbox"/> 1340551	13405	3/3/2005	Active	31.18 EDUCATIONAL/SCHOOL / EDUCATIO
<input checked="" type="checkbox"/> 1340552	13405	3/12/2005	In Progress	60.80 MANUFACTURING / MFG-INDUSTRIA
<input checked="" type="checkbox"/> 1340553	13405	3/15/2005	Active	61.27 MEDICAL RELATED BIZ / PHY TH
<input checked="" type="checkbox"/> 1340554	13405	2/5/2005	Active	9.01 ANTIQUES / ANTIQUES DEALER
<input checked="" type="checkbox"/> 1340555	13405	4/5/2005	Active	76.14 RESTAURANTS / ETHNIC RESTAURA
<input checked="" type="checkbox"/> 1340556	13405	3/31/2005	Active	57.01 LOCKSMITH / LOCKSMITH
<input checked="" type="checkbox"/> 1340557	13405	4/7/2005	Active	61.06 MEDICAL RELATED BIZ / MEDICAL
<input checked="" type="checkbox"/> 1341304	13413	12/3/2004	Active	31.10 EDUCATIONAL/SCHOOL / EDUCATIO
<input checked="" type="checkbox"/> 1341305	13413	12/3/2004	Contract Pending	31.10 EDUCATIONAL/SCHOOL / EDUCATIO
<input checked="" type="checkbox"/> 1341306	13413	2/3/2005	Active	74.18 RETAIL MISCELLANEOUS / CONSIG
<input checked="" type="checkbox"/> 1341307	13413	2/24/2005	Active	20.04 CHILD CARE / CHILDS PLAY CENT
<input checked="" type="checkbox"/> 1341308	13413	5/4/2005	Active	16.08 CARDS/GIFTS/BOOKS / GIFTS COL
<input checked="" type="checkbox"/> 1341309	13413	1/21/2005	Active	98.02 SPORTS RELATED BIZ / SPORTING
<input checked="" type="checkbox"/> 1341700	13417	5/14/2004	On Hold	50.04 INTERIOR DESIGN/DEC / OFFICE
<input checked="" type="checkbox"/> 1341701	13417	4/21/2004	On Hold	11.02 AUTOMOTIVE / AUTO GENERAL REP
<input checked="" type="checkbox"/> 1341703	13417	8/18/2004	Active	76.14 RESTAURANTS / ETHNIC RESTAURA
<input checked="" type="checkbox"/> 1341713	13417	8/19/2004	Active	76.28 RESTAURANTS / BREWPUB
<input checked="" type="checkbox"/> 1341714	13417	10/31/2004	Active	76.09 RESTAURANTS / DELI RESTAURANT
<input checked="" type="checkbox"/> 1341715	13417	1/28/2005	Active	77.01 PACKSHIPO/POSTAL / PACKSHIP
<input checked="" type="checkbox"/> 1341716	13417	1/27/2005	In Progress	39.12 FOOD BUSINESS RETAIL / DELIC
<input checked="" type="checkbox"/> 1341717	13417	3/10/2005	Active	60.11 MANUFACTURING / MFG-CANVAS PR
<input checked="" type="checkbox"/> 1341718	13417	3/10/2005	Active	60.11 MANUFACTURING / MFG-CANVAS PR
<input checked="" type="checkbox"/> 1341719	13417	4/28/2005	Active	11.02 AUTOMOTIVE / AUTO GENERAL REP
<input checked="" type="checkbox"/> 1341720	13417	5/25/2005	Active	76.18 RESTAURANTS / OFFICE BLDG RES
<input checked="" type="checkbox"/> 1341721	13417	11/19/2004	Active	76.16 RESTAURANTS / OFFICE BLDG RES
<input checked="" type="checkbox"/> 1341801	13418	7/12/2004	Contract Pending	13.02 BEAUTY/PERSONAL CARE / NAILS

From the OneList transfer page, the member selects which listings to tie into other associations. Checked listings have already been tied together. Once a listing is selected from this screen, the member chooses the appropriate association to link to and the form below appears.

In the transfer, the member chooses the new association's exact business category and assigns the listing a new number (if desired) as well. Just a few short questions allows the listing to be transferred intact as if it were originally entered through the second association's own system with all specific fields properly completed.

Unlike systems that transfer listings entirely automatically, with OneList the member has complete control over listing number, agent assigned, the industry and the co-broke agency options.

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Listings Transfers Return

Review / Update OneList® Transfer Information (0)

ID: 0	Reference Listing	New OneList Transfer
Association / Service	FBBA	BizMktFL - Office 2
Listing Number	1341003	<input type="text"/>
Agent / Broker Assigned	13401 Spallitta, A. Charles	Assign an Agent <input type="button" value="v"/>
Industry	73.20 REAL PROPERTY RLTD	Select an Industry <input type="button" value="v"/>
Category	INDUSTRIAL BUILDING	Please Choose an Industry <input type="button" value="v"/>
Association Agreement on File?	NO	<input type="radio"/> YES <input checked="" type="radio"/> NO
Agency Type	Transaction	Select Listing Agency Type <input type="button" value="v"/>
<input type="button" value="SAVE"/>		

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Buyer Maintenance

Quick Search
Listings
Notices
Buyers
Support

Buyer Management

You have 3 buyer messages with actions pending

Date	Action	Buyer	Subject
5/26/2004	Follow Up	Johnson, Jon	Testing back to buyer
5/26/2004	Follow Up	Johnson, Jon	Testing the system
5/26/2004	Follow Up	Johnson, Jon	Test the message on listing number

There Are Buyers Not Yet Assigned to Agents!

Click on the person's name to change or view their information
Click on the ✖ to delete that person's information, Click on a heading to sort by that heading

LAST UPDATE	AGENT	BUYER NAME	CITY	
✖	2/19/2004	UNASSIGNED!	Ferber, Stephen	Weston, FL
✖	5/11/2004	UNASSIGNED!	Kovl, Todd	West Palm Beach, FL
✖	3/3/2004	UNASSIGNED!	Matesic, Thomas	Vero Beach, FL
✖	12/22/2003	UNASSIGNED!	Poaner, Bill	Sunrise, FL
✖	12/17/2003	UNASSIGNED!	Toebin, Jerry	Southwest Ranches, FL

Be notified immediately of buyer actions needed when logging in to the association's member area. See new notes from buyers and actions needed to be taken. In this case, an office administrator needs to assign office staff to newly registered buyers.

Customized Document Folder Update Return

Documents						
	Date Completed	Total		Description		
				First	Last	
✖		39		2/6/2004	3/23/2004	Buyer Resume
✖		7		2/12/2004	3/23/2004	SBA Form 413: Loan History
✖		3		2/12/2004	3/9/2004	sba912-personal-history.pdf
✖		5		2/12/2004	3/11/2004	Personal Financial Statement
✖		4		2/12/2004	3/9/2004	Buyer Resume
✖	12/3/2003	11		2/6/2004	3/23/2004	Questionnaire2.doc
✖		9		2/12/2004	3/23/2004	SBA Form 413: Personal Financial Statement

Businesses for Sale						
	Listing#	Date Signed*	Views			Description
			Total	First	Last	
✖	1389017	12/1/2003	0			C-Store Only
✖	1469101		0			Gourmet Food Market
✖	1772297		1	2/12/2004	2/12/2004	Supermarket/Food Business
✖	4559214		0			Animal Hospital
✖	7121041		0			FOOD RETAIL MEATS
✖	7121073		14	2/12/2004	3/11/2004	GAS STATION/C-STORE
✖	7121076		0			TIRE DEALER
✖	8783531	12/1/2003	0			Specialized Courier Service
✖	8784104		1	2/12/2004	2/12/2004	FED EX GROUND TERRITORY
✖	9121369		1	2/26/2004	2/26/2004	Aquarium Store

*NOTE: If a signed non-disclosure agreement (NDA) is on file, as noted above by the date completed, then your buyer will be able to see additional and confidential details for that business for sale (i.e. the Buyer BLI form will be displayed instead of the standard public details page). If the buyer has not returned a signed non-disclosure agreement, the buyer will not see any additional details beyond what are normally available without logging in to the website.

Provide custom or association documents to buyers 1. Documents might welcome a buyer or perhaps be an SBA form. If the form requires action, the member can indicate when the action is completed.

The bottom section of the buyer's document folder shows the listings that either the buyer or the member has selected for the buyer 2. See not only how many times the buyer has viewed a listing, but show the date the non-disclosure form was signed. Until a date is entered, the buyer will only see the public details on a listing. Once a non-disclosure is returned and indicated as completed, the buyer will be able to see the enhanced view determined by the association.

Buyer Profile
Required information is highlighted
Please complete as much information as possible.

Buyer's Name and Address

Name:
 Title: **First Name** Initial **Last (family) Name** Suffix (Jr, Sr, etc)

Address Line 1: 2719 Dracena Court
 Address 2:
 City, State, ZIP Code: Delkey Beach FL 33445
 Country: United States

Contact Information

Work Phone: ext:
 Home Phone: 561-272-4283
 Fax Number:
 Cell Phone:
 E-Mail: cspall@adelphia.net
 Preferred contact method: E-Mail

Background Information (continued)

Desired Price Range: 400,000 to 800,000
 Required Income in 1st Year: 150,000
 Cash available for:
 Down Payment: 150,000
 First Year's Working Capital: 45,000
 Buyer's Total Net Worth: 600,000
 How soon will the buyer be ready to buy? 4 weeks
 Educational background: Post Graduate

Background Information
 If another person (or other people) will be involved in this purchase decision, list the name(s) and relationship(s) to the buyer:
 Related Hobbies/Skills:

Will buyer run the business: Yes No N/D
 Buyer willing to relocate: Yes No N/D
 Will buyer have to sell home: Yes No N/D
 Searching for a visa-qualifying business?: Yes No N/D
 Any other brokers contacted?: Yes No N/D
 N/D=Not Disclosed

Comments

Administrative Info
 Agent Assigned: 13401 Spallitta, A. Charles Document Folder

Extensive buyer details are available but not required. With the buyer management system, the only information required is the buyer's name. This allows the member to track buyers who might not have computer access. Though this buyer will not have access to the system, the member can still use the reports internally. However, if a buyer does have an e-mail address and enters a password, the buyer will have full access.

By limiting the amount of data required upfront, the buyer is not intimidated by the request. Once the buyer is comfortable with the broker, details can be filled in.

Buyer Notes for: Douglas Perreault

Click on a note to read, reply, or change follow-up date ADD NEW RETURN

Status	From	Date	Follow Up	Listing #	Subject
Open	Agent	5/19/2004	5/5/2005		This is a test
Open	Agent	5/19/2004	5/5/2005		This is a test
Due	Agent	3/8/2004	3/8/2004		This is another test
Due	Agent	2/26/2004	2/28/2004		This is another test
Open	Agent	2/26/2004	2/25/2005		Another Test
Due	Agent	2/12/2004	4/5/2004		asdf
Open	Agent	3/9/2004	3/9/2005	1542828	Car Wash / Oil Change
Open	Agent	2/26/2004	2/28/2005	1842828	Car Wash
Open	Agent	2/12/2004	4/5/2005	1772297	test
Open	Agent	3/12/2004	3/12/2005	4559214	testing 1

Notes associated with a buyer can be general or specific to certain listings. A follow up date is available providing an interactive alternative to contact management software. Programs like Act!, though excellent, cannot provide access by both the member and the buyer in the same manner as the InBLISS Buyer Management System.