WASHINGTON
BUSINESS BROKERS

(206) 703-3555
wabusinessbrokers.com

OWNERS WE HELP

- $2M - $30M revenue
- 10+ employees
- Ready to sell 75%+ of equity

GEOGRAPHIC FOCUS

- Yes, businesses can be outside the Pacific Northwest
- Completed deals in CA, OH, IL, and AK

INDUSTRIES

- Trades (ex new construction)
- Professional practices
- B2B services
- Defensible niche businesses

OUR PARTNERS

- Wealth Advisors & Financial Planners
- CPAs & Attorneys
- Industry associations

You are an expert on your business.
We are experts on the process of selling a business.

WHY US?

- **Proven Processes** to Maintain Confidentiality (you & your business)
- **Systems, Teamwork & Track Record** – established processes for valuing, marketing, and negotiating
- **Performance Based Fees** – pay when it is DONE
- **Credentialed Advisors**
- **Vast Network** of deal attorneys, commercial lenders, CPAs, and other transaction experts

EVERY BUYER WANTS TO KNOW:

- How much cash does the business generate?
- What is valuation based on?
- Owner's role?
- How do I grow it?
- How many trained employees?
- Any concentration risk?



An example of a Confidential Business Report, prepared for every seller

FREQUENT QUESTIONS & CONSIDERATIONS

- Asset or Stock Sale
- Cash flow vs EBITDA vs SDE
- Licenses & Permits
- When a buyer approaches out of the blue
- Treatment of Inventory & Fixed Assets
- Creative deal structuring
- How we maintain confidentiality

OUR TEAM



Ryan Hemmert
M&A Advisor, CEO



Craig Walker
M&A Advisor



Alex Pasturan
Operations Lead

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Owners
See our site for a slew of resources OR easily schedule a consult

Advisors
Ping anytime with questions or input about a client situation

OUR PROCESS

1 PREPARATION & VALUATION

- Valuation assessment
- Ingest, review, organize financial docs & business records
- Review valuation with commercial lending experts
- Preparation of confidential marketing docs
- Video interview of owners

2 MARKETING & NEGOTIATIONS

- Live on 5+ online platforms
- Proactive, confidential marketing campaign
- Address buyer questions on financials, growth levers, employees
- Vetting of buyer fit and financial capacity

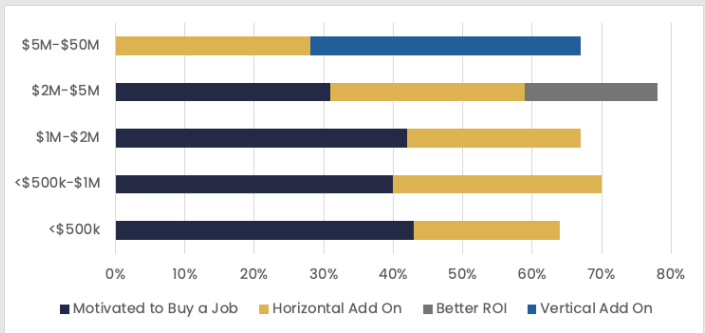
3 WORKING TO A SUCCESSFUL CLOSE

- Due diligence
- Drafting of legal documents
- Financing approval
- Escrow / closing

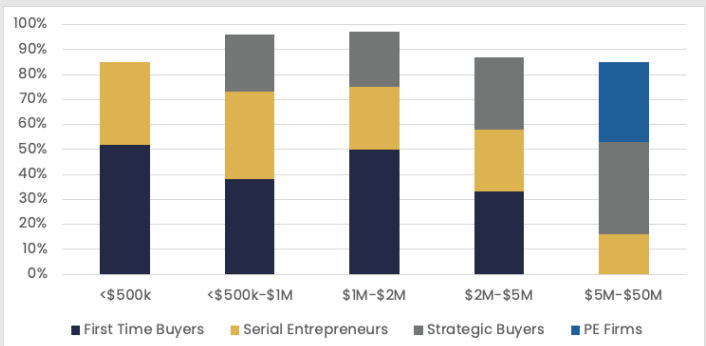
WHAT DO BUYERS LOOK LIKE BY DEAL SIZE?

As reported in the IBBA Market Pulse

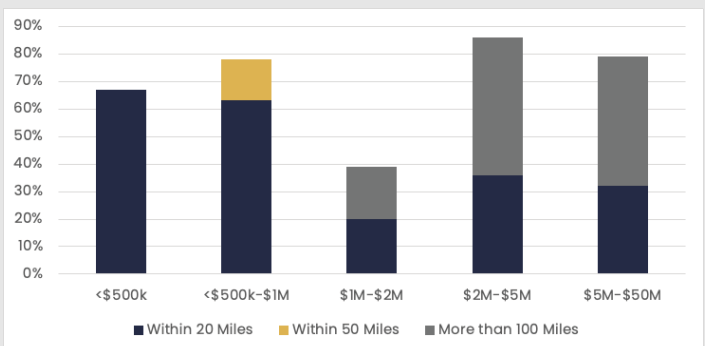
What Motivates Them



Who They Are



Where They're Located



M&A Source · FPA Financial Planning Association · Northwest Family Business Advisors · CPA America counts on CPAs · ProVisors · IBBA International Business Brokers Association · Magnolia Chamber of Commerce · Discover Magnolia

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Trusted. Experienced. Results-Driven.

Discover why business owners across the Pacific Northwest trust Washington Business Brokers. With decades of experience, personalized service, and proven results, we make selling or buying a business seamless and successful. Read real client reviews and see what sets us apart!

T Harvey
May 14, 2025

I worked with Ryan Hemmert at Washington Business Brokers to sell my business, and I couldn't be more satisfied with the experience. Ryan was professional, communicative, and steady throughout the entire process. I appreciated him acquiring and sifting through the large number of interested parties and his help honing in on a buyer that ended up being a truly great fit. He stayed focused on the goal of getting the deal closed, and his guidance made a complex transaction feel manageable. I really appreciated his responsiveness, strategic thinking, and follow-through. If you're considering selling your business, I highly recommend Ryan and the team at Washington Business Brokers to handle the sale.

Katie Stansberry
Nov 13, 2023

Ryan was the seller's broker for the business we purchased, but we often felt like he was ours! His quick communication, commitment to making everything honest and transparent, and help at every step along the way made the whole process seamless for us. When we ran into an issue with financing, Ryan was quick to help us find a solution and was our go-to phone call anytime we needed anything. 5 stars all the way!

Jeff Myers
Sept 24, 2021

Ryan was a pleasure to work with. His ability to interpret our financials and gain an understanding of our operation was extremely impressive as we work in a somewhat abstract industry. He was also able to concisely communicate his thoughts and rationale for the decisions and assumptions made. I would certainly recommend his services and hopefully we will cross paths again in the future.

Kevin Warren
April 30, 2025

I had the pleasure of working with Ryan at Washington Business Brokers over the course of nearly a year on a unique and complex sale that took longer than initially anticipated. Despite the challenges and the deal's roller coaster nature, Ryan consistently demonstrated professionalism, clear communication, and a strong sense of dedication throughout the entire process. His ability to stay responsive and timely, even during the most difficult stages of the transaction, played a key role in successfully completing the deal with the buyer.

Mike Bell
Feb 28, 2023

After consulting with Ryan on selling our business, we're confident he knows his stuff and would serve as a strong advocate. Great communicator, sharp as a tack, and a consummate professional. Would recommend without hesitation.

M. Worobec
Jan 5, 2022

Ryan is a fantastic resource! My partner and I found Ryan when we were looking to purchase a couple of businesses. Ryan steadily combed through the docs with us, educating us on how to review businesses for sale. He pointed out a few critical elements that we would never have caught ourselves! Ryan was thorough and methodical, but also very patient and respectful. I never felt like he was condescending or demeaning, which is important to me as a woman in business. We learned so much! And afterwards, we felt empowered and confident in making an informed business decision. Ryan will be the first person we go to with any business or financial review queries we have in the future, and I wouldn't hesitate to recommend him to anyone looking for the same!

Julie Ritter
Sept 17, 2024

Ryan was recommended to assist in the sale of my business. He and his team are extremely knowledgeable and forthright in communications. Highly recommend! I had interviewed other firms but Ryan appeared to be the best option and his results confirmed my decision!

Lisa Keller
Nov 15, 2023

I would highly recommend Ryan and Washington Business Brokers. Ryan was knowledgeable and well-versed in all aspects of the sales process.

William Petz
Feb 27, 2023

STOP LOOKING... As a CEO of a small business, I have strong opinions on people and how things should be done. If you're looking for someone that is knowledgeable, responsive, and takes the time to explain everything so you can make the right decision, he's your guy. He helped evaluate my business, provided guidance in options for the business's future, as well as helped lead challenging calls with potential investors. This was all done while keeping his hours to a minimum. The value was different there!

Johnny Wow
Nov 7, 2021

I worked with Ryan to conduct a business valuation of one of the companies I am partnered with. He was very detailed in explaining his process and diligently walked me through the results of his research. Ryan was great at setting realistic expectations from the beginning and always responded to any correspondence in a timely manner. I would definitely hire him again should the need a rise and would highly recommend anyone looking for business valuation consider working with Washington Business Brokers.

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Representative Transactions

COMPANY	INDUSTRY	TRANSACTION DETAIL	BUYER
ANDERSON ROOFING	Roofing	• $2.3M sales • $500k SDE • King County, WA	• Experienced biz owner • SBA loan
NORTHLAND GROUP	HOA Management	• $548k sales • King County, WA	• Experienced biz owner • Cash
FOOTHILLS BEHAVIOR SPECIALISTS	ABA Therapy	• $1.5M sales • $498k SDE • King County, WA	• First-time buyer • SBA loan
WrightWay CLEANING & RESTORATION	Water Damage & Restoration	• $2.3M sales • Seller retiring • Snohomish County, WA	• Private Equity (PE) fund • Used existing capital
WILD SALMON SEAFOOD MARKET SEATTLE'S FINEST SEAFOOD PURVEYOR	Fish & Seafood Market	• $3.8M sales • Retirement • King County, WA	• First-time buyer • SBA loan
ALASKA SEWER & DRAIN	Drainpipe & Septic	• $1.95M sales • Retirement • Anchorage County, AK	• Experienced biz owner • Seller financed
LAZY DOG CRAZY DOG A Company	Dog Daycare	• $1.3M sales • Pursuing other business ventures • King County, WA	• Existing owner based in AZ • SBA loan
SULLIVAN PLUMBING	Plumbing	• $1.6M sales • Retirement • Whatcom County, WA	• First-time buyer • SBA loan
WET WATER FIRE SMOKE MOLD	Water Damage & Restoration	• $920k sales • Divorce • Lake County, OH	• First-time buyer • SBA loan
KEE BOO CAR WASH	Touchless Car Wash	• $500k sales + Comm RE • Retirement • Snohomish County, WA	• Existing owner / operator based in WA • SBA loan
ELITE MED SPA	Medical Spa	• $1M sales • Relocating out-of-state • Chelan County, WA	• Private Equity (PE) fund • Cash
OUT ON A LIMB TREE COMPANY LLC	Tree Care	• $800k sales • Retirement • King County, WA	• Existing owner / operator based in WA • SBA loan
SB	Baby Gear E-Comm & Retailer	• $2.4M sales • Pursuing other business ventures • Pierce County, WA	• First-time buyer • SBA loan
SKYDIVE SNOHOMISH	Outdoor Adventure & Aviation	• $2.8M sales • Pursuing other business ventures • King County, WA	• First-time buyer • SBA loan
PLATE & PINT	Casual Restaurant	• $2.6M sales • Relocating out-of-state • Kitsap County, WA	• First-time buyer • SBA loan
Classic GERMAN AUTO SERVICE	Luxury Auto Repair	• $1.6M sales • Retirement • King County, WA	• Existing owner based in WA • SBA loan
GREEN GARDEN LANDSCAPING, INC.	Landscaping	• $1.9M sales • Retirement • King County, WA	• First-time buyer • SBA loan
THE NEEDLEPOINTER EST. 1993	Arts & Crafts E-Comm & Retailer	• $1.4M sales • Pursuing other business ventures • Snohomish County, WA	• Existing owner based in CA • Used commercial financing on existing biz