

# corporate profile



**Sunbelt Pacific**  
Business Brokers



According to the Canadian Federation of Independent Business, 40 per cent of small and medium enterprises in Canada will change ownership over the next three years, rising to seven out of 10 by the year 2014. When Pino Bacinello first saw this statistic it struck him that he had been a contributor to this trend, having bought and sold several businesses over the years.

He was also struck by how difficult it had been to find good businesses to buy, and how much harder it was to sell them when he was ready. Unlike real estate, businesses seldom advertise their availability and even when they did, the due diligence required to sift through every potential opportunity was prohibitively time consuming.

In true entrepreneurial fashion, Bacinello saw an opportunity as no one firm had truly occupied the business brokerage category in Canada's third largest marketplace, Vancouver. In 2005, Sunbelt Business Brokers Pacific Inc. was launched.

Affiliated with Sunbelt, the world's largest business broker network, Sunbelt Pacific has a team of 12 fully trained business brokers from a wide range of professional backgrounds including law,

accounting, engineering and sales. In addition to their business broker certification, each is required to hold a valid real estate license. Sunbelt is a member of the Association of Canadian Business Intermediaries and the International Business Brokers Association.

For both buyers and sellers Sunbelt Pacific provides its proprietary systematic and methodical five-stage process, from an initial appraisal to confidentially managing all aspects of the transaction to the successful close.

"It used to be that the largest financial transaction a person made was buying a home," says Bacinello. "Today, buying a business ranks right up there and I'm very pleased to introduce a professional and confidential service that helps maximize and protect their investment."

Sunbelt Pacific

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