



Tabak Testimonials 2020



PhilV – Drycleaners \$300k

Recently I purchased a business advertised by Tabak Christchurch Ltd. The process right from the initial enquiry to the takeover of the business was conducted in an efficient and professional manner. I was kept fully informed as the process flowed through the various stages. A lot of business brokers that I have dealt with in the purchase of other business's have not helped as much as Damien Fahey of Tabak's Ltd did especially in the due diligence procedure. I have no hesitation in recommending Tabak's to any future seller or purchaser of any business.

XDYZ Investments – Rural Services \$2.75M

Russell is a very professional broker and committed to the process. He has a good understanding of business processes and accounting which helps during due diligence etc. He has worked hard to keep the process transparent and not let it bog you down. I look forward to doing more deals with Russell.

MikeA – Building Services \$475K

Thank you for selling my business for me. I am most appreciative of your efforts, honesty, professionalism, openness and friendliness at all times during the sale process.

I believe that the price you set at valuation was fair and well researched and you achieved that price for me in remarkably quick time. I am grateful for your excellent service. Having never sold a business through a broker before and having little if any respect for real estate agents I was most relieved after our first tentative meeting to know that I was in the hands of a very reputable and knowledgeable firm. That first highly favourable impression stayed with me all the way through the process and culminated in a sale devoid of pain and stress. I thank you particularly for making me a part of the process at all times and being so up front with your comments and advice. I know full well that you worked hard for me to sell the business at the best, but still fair price and I commend you to any person or business that might contemplate selling through Tabak. I am not in the habit of writing testimonials but in this case it would have been remiss of me not to provide future clients of yours with some degree of confidence when entrusting their business sale into your highly capable and trustworthy hands.

Finally, I think it relevant to note that there was a mistake made at one point and it was to your immense credit that it was fully admitted, apologised for and corrected immediately. We are all fallible but it takes character and courage to admit and rectify a mistake. To me that rare quality exemplifies the ethos of your firm. Thank you once again for all your help and support during the sale of my business. I have nothing but respect for your company and the way you conduct yourselves corporately and individually. Special thanks to Damien Fahey as the principal officer who assisted me so well to achieve such a good, fair price for my business. When many hard years have gone into building up a business it is very comforting to know that there is a business brokerage that will work extremely hard and intelligently to achieve the best possible price for the vendor in the shortest possible time. Tabak did that for me and I am sure they will do the same for anyone else whose business is entrusted into their care.

Magna Carter Enterprises Ltd – Café & Garden Centre \$495K

I found Tabak a pleasure to deal with in what was a sensitive process due to the confidentiality required by the Vendor. The presentation of the business and chattels was the best I have seen by any real estate firm. Damien Fahey's professional and informative handling was exemplary. The gift, though not expected, in appreciation for the business was very much appreciated.

GordonK – Rural Services \$2.75M (Vendor)

Once I had decided to place my business on the market I was unsure of the next step. I forwarded a letter to Tabak's. From the time we met at Tabak's office for preliminary discussions to the time the business went on the market I was most impressed with the research that was undertaken to gain a full understanding of the business, its position in the industry and how it operates. At all times Tabak's personnel kept us well informed and communicated extremely well with all parties involved

(including buyers lawyers, accountants, staff, management) The people at Tabak's Christchurch office ensured a trouble free transaction that left me feeling comfortable for the future of KB Irrigation Ltd.

I would have no hesitation in discussing verbally my testimonial.

GraemeM – Building Services (Purchaser) \$475K

I had recently had the privilege of buying a business through Tabak Canterbury. Damien provided clear information at all times, listened to what I had to say and provided good feedback as to how that would work. For once I feel the process has been ethical and honest and would recommend Damien and his team to anyone looking to buy a business.

GaryM – Building Business \$1.25M

Having a portfolio of willing buyers and sellers doesn't seem to be good enough for Tabak Ltd, as they strive to find and match the "right" buyer to the "right" seller. This was the case for me and I couldn't be happier with the outcome and the business I have purchased. Thanks Russell for your help and support.

Anthony Harper Lawyers – David G – Partner

Russell thanks for your note in the mail this morning re the "Rural Services" transaction. I had also noted that the transaction had proceeded well with a high level of co-operation between the parties, thanks in no small part to your efforts throughout the sale process. We do a lot of mid to high level acquisition/disposition work, and I would be very happy to recommend you to clients embarking on a sale process.

PeterD : Essential Services (Purchaser)

The time will come when I will be selling my business and yes I will give Tabak first choice.

StephenW : Aviation Sector (Owner)

"And lastly – why I chose YOU to sell our business over other firms – was my belief in you personally having the skills, attitude, ability, insight, experience and that extra empathy with us and the buyers to work through any issues, to craft a wholly desirous outcome".

NathanW : Infrastructure Service (Partner)

My business partner and I had absolutely no knowledge of what to expect prior to our initial meeting, the information and guidance you were able to give us was invaluable. After we decided to go ahead and sell the company we were impressed with the Information Memorandum you produced and the level of interest it generated.

The weekly updates of interested parties were excellent. When things started getting serious with the purchaser we were happy that you tailored your approach to how we were feeling and the relationship we had with the purchaser. I believe that approach helped us all feel comfortable with the situation and created a friendly and professional atmosphere. We are very happy with the result and would certainly recommend your services to other business owners looking at selling.

JeanR : Retail Beauty

I found Tabak and Russell Wheal especially very helpful through the whole process. He was always helpful and willing to answer all my questions and lead me through the due diligence process. With his accounting background he went the extra mile taking me through accounts and explaining details. When he wasn't sure he would investigate further and get back to me. I found him most helpful which eased the whole buying process for me.

AnitaW : Health Shop

On 30th June we settle on our health shop for \$440,000. I wanted to say thank you very much for all of your advice and support that's made this possible. It's been truly appreciated.

DaleA : Surf & Streetwear Store

Being a first time business seller was difficult to know what to expect, but on the whole was satisfied. I always had plenty of feedback during the whole process and we were happy with the outcome of the sale. I am happy to discuss and give positive comments to anyone who asks.

PJohnston : Marshall & Heaphy Ltd : Surf & Streetwear Store

As good as we have experienced and better than most. The sale information was comprehensive and plenty of contact right through the process. Client is settling into the business and is happy with the change and it has lived up to expectations so far.

PeterC : Building Services

The sale process and guidance that Damien gave was excellent. The business sold within the first week which is a testimonial in itself. I like the way Tabak used their data base to advertise which kept everything low profile, which we wanted. I was impressed at the amount of interest that was given to our business and the second person that was interviewed bought the business. It's also good that I can ring Damien for advice after the sale process. I will use Tabak again if I have another business to sell. Thanks again and god bless.

BruceR: : Building Services.

I had searched for a suitable business to purchase for approximately 18 months before I found this one. Of all the brokers I had dealt with I found Damien Fahey to be by far the most professional in his approach. The Information Memorandum that was supplied was very well prepared and gave an accurate picture of the business. I would recommend Tabak to others looking to buy or sell.

EddieM : Manufacturing & Export \$4.5m

I had very disappointing experiences with a number of business brokers from other companies that gave me very little confidence of the services provided by brokers. However, I was very pleasantly surprised by the level of professionalism, the depth of knowledge and in the amount of transparency throughout the process. Tabak certainly improved my views of the business broking industry in NZ. I have already recommended Tabak to friends and colleagues and would have no hesitation in doing so again. Keep up the good work.

ClareM : Really Useful Resources \$450K (Purchaser)

It only takes one meeting to understand why Tabak is worth buying and selling through. It has been a pleasure to deal with every member of the team. They are thoroughly professional and from the moment I first walked through their door, two years ago, I knew I would not consider using another broker. If I ever sell this business I will go straight back to Damien, Sam and Diane.

PeterM : Mediterranean Food (Nelson)Ltd

As a purchaser of a business and as new business owners, we found the behaviour of business broker Damien Fahey to have been highly professional, helpful and constructive. His approach combined with a reputation of Tabak gave us confidence as we moved through the sale process. I would thoroughly recommend Damien to anyone considering the sale or purchase of a business.

GaryK : Really Useful Resources Ltd (Seller)

The sale of my business has concluded very successfully for both parties. I achieved my asking price which was a pleasing outcome. Tabak (Damien and Sam) were professional throughout the process. I was impressed by the quality of questioning at the initial interview. Here were people who new what questions to ask to get a good picture of the business. I was encouraged to learn that Tabak only took on a small proportion of businesses considered. This gave me confidence that I could also have confidence in the quality and integrity of the prospective buyers.

OllieD : Engineering

Tabak's representative, Russell Wheal, gave us confidence that our sale would be handled professionally. We were impressed with the secure nature in which our business was marketed and the process to "select" a buyer. We were happy with all aspects of our sale. Our biggest comfort

came from the stealth nature in which everything was undertaken so as not to jeopardise staff and customer relations with our company, these have been successfully retained.

JohnP : Manufacture & Export

Tabak Christchurch, through consultant Russell Wheal, recently valued and marketed our manufacturing business. The valuation process was thorough and professional. We obtained an excellent price and more importantly from a purchaser who was a good “fit” with our expectations. The professional and detailed preparation of valuation realised a quick and relatively painless sale process. We would happily use Tabak again for this purpose.

GillC : Essential Linen

Damien, thank you for the competent and professional manner in which you dealt with this matter. I am impressed. I look forward to working with Tabak again in the near future.

FredT : Promotional

Good negotiating ability with good business and financial knowledge and good written and verbal advice on the sale process. We received excellent feedback and were very happy with the outcome.

Anne & Peter G

Once we have this business bedded down, Anne and I would like to say thanks to you for all your help. In the meantime I would like to see you increase your market share as there are some really bad business brokers out there - you would be amazed – but they still have businesses !

MichaelD : Manufacture & Export

I would recommend Tabak as a broker if looking for a business. Their presentation of the business was excellent. Easy to deal with brokers. Thanks.

ChrisC : Import & Distribution

Comments from a very happy Vendor who specifically made the phone call to say

“he was very pleased at the sale and the price. He realised that a lot of work was required to prep the business and Russell Wheal did an excellent job. Even though the Vendor was occasionally perplexed with the in depth knowledge Russell required he did a very good job and is an excellent asset to Tabak. Russel also found the buyer that is a “perfect fit” for the business”.

PeterR : Business Service

We looked at other brokers and were put off by the “real estate” approach. Tabak clearly stood out as being positively different and this initial impression was proven in practice. Tabak provided a very business like approach, keeping us informed at all times without the hype of building in “value” to be subsequently discounted during negotiations. We will be recommending Tabak to our friends.

KeithR : Storage Services (Vendor)

During the sale of our business we found Tabak to be professional and efficient at all times. The utmost courtesy and privacy was always shown toward us. We were always kept up to date on progress and received excellent weekly feedback. We have no hesitation in recommending Tabak and will be happy to deal with Tabak in the future.

CorrieP : Storage Services (Purchaser)

Very happy with the service. Damien Fahey's professionalism was a breath of fresh air after dealing with other agents and various brokerages. We were given a clear understanding of the sale process and received sufficient feedback. Damien has proven to us that there is a real difference between a professional broker and a glorified real estate agent. We will recommend Tabak to others.

FergalO'G: Manufacturing (Vendor)

When I was thinking of selling my business I was referred to Damien Fahey of Tabak Business Sales. From my first conversation with Damien, until the sale confirmed, I felt fully advised and involved in the process. Tabak moved as quickly or slowly as we felt comfortable with, there were no surprises and not only did we receive a very fair price for the business, Damien stayed in touch post-sale just to ensure everything went as we had planned. I am happy to recommend Damien (and Tabak) to anyone who was thinking of selling their business, and would be prepared to act as a verbal referee if required.

JohnW: Import & Distribution.(P)

Russell was extremely efficient and diligent with his preparation of this sale. I found Russell was able to answer most of our questions through our due diligence process quickly and accurately. I was very happy due to vendor/broker/purchaser all working together to get the right result.

ChrisC: Import & Distribution. (S)

The service was above what you would expect in a sale process, the sale of the business was possibly only 20% of total time taken. The feedback was continual via Fax and phone calls. Although it took a little longer than we had hoped there were a lot matters that needed to be sorted. In the end it was a very good result.

I would be very happy to give a verbal testimonial.

AyeishaC : Trade Services

I felt very at ease with the whole sale process from the moment I met Sam. Sam was very good at advising me on all the relevant details in relation to the sale. I felt confident to proceed with Tabak. I found Sam most helpful when the purchaser became somewhat difficult and was extremely pleased to have Sam's experience and knowledge at hand. I would not have wanted to go through the sale without Tabak and Sam.

SimonT: Publishing Company

Sam's documentation, meetings and follow-up were very professional and I was given a clear understanding of the process. Sam was excellent in keeping me in touch and helping the sale on. The process ran smoothly and both sides carried it out amicably.

HaydenB: Business Services

As the purchaser of the business we found that Damien went above and beyond our expectations. He was always available to answer questions and would always reply straight away. We received a clear outline of how the process would work which was easy to follow. We were always in touch with Damien so we received more than enough feedback. We are very happy with the outcome of the purchase, we never felt pressured at any time and the whole process was fairly relaxed. We have already recommended Tabak to other people re buying and selling.

1 year later - Thanks Damien, we appreciate you passing on our details to prospective clients. With the way things have gone this year there has been no time to get away from it all. Blue South has exceeded our expectations and we are extremely happy with how things have worked out.

I was talking to Hayley the other day about the service you provided and how you still keep in touch with prospective client opportunities. We have dealt with a lot of Business Brokers and Hayley couldn't believe that you would still go out of your way to do this even though the business sale was signed sealed and delivered last year. As far as we know, this is unheard of amongst other business brokers.

We appreciate your help and as always you are the first and only person we recommend to anyone we know who is looking to sell their business.

PaulH : Publications

It is with pleasure that I provide a testimonial for Tabak Business Brokers (Particularly for Sam Williamson, Sales and Acquisitions consultant).

When our family decided to put our advertising sales business on the market I was given the task of finding a suitable broker. I had visited two other business broker organisations prior to meeting with Sam from Tabak's Christchurch office. Although the other two business brokers had a cheaper commission rate structure than Tabak's I was immediately impressed by Tabak's far superior professionalism, competency and service delivery compared to the other two. Right from the outset Sam clearly explained how the sale process would go and what we could expect from Tabak throughout. The IM was put together well which provided an excellent marketing tool that helped a buyer to immediately understand what was being sold. This clearly presented the business trading position, with supporting financial comparison to previous trading years and bench marked against other similar type sales and industry comparisons with performance and a relevant "SWOT" position with assisting the buyer to consider the positive "Opportunities" on offer beyond where we had taken it.

The business was sold during a very difficult worsening world wide economic down turn which affected NZ, particularly within the advertising sales industries. This necessitated a change to our projected revenues as the months went by prior to sale. Couple together with some "rogue contractor problems" and difficulties with getting good replacement staff meant we had to revisit and change the IM a few times to reflect the ever changing position. Worsening family dynamics added to the difficulties and resulted in significant price reduction to help advance the sale process. Despite all these changing issues, Sam was able to adapt and handle the process extremely well and remained positive throughout liaising with the potential buyers and continuing to promote things accordingly. All in all the sale process took seven months from initial approach to the final date of settlement. I personally believe Sam more than earned his commission. I would not hesitate to recommend him and Tabak in general to other prospective business sellers whom I come in contact with through my accounting profession, as I have done to date. We wish them well for their future and know any prospective seller will be impressed and can take confidence with their "way of doing things" as they will be totally committed with getting the best available sale result.

Catherine: Purchaser

Despite the fact that we did not purchase the business, we would highly recommend Sam Williamson as a Business Broker. He made himself very accessible for the duration of the time we were dealing with him. Any questions were swiftly dealt with; his professionalism and discretion was first class and he was willing to take responsibility for communications, thus minimising any potential misunderstandings between Vendor and Purchaser. We especially appreciated this when we decided to not proceed with the purchase – We found Tabak very good to deal with, their efficiency is second to none and we intend to maintain our relationship as we are still looking for a business

Sophie&DarrenM: Equipment Sales

Many thanks Damien and thanks for the lovely gift boxes. So far everything is going according to plan – thanks again for your assistance in the process.

BrentS: Appraisal – Engineering Sector

Both Sam and Russell gave good advice in regards to my company value and how best to move forward. I thank you and congratulate you on your honesty and helpfulness throughout the valuation process. I will certainly recommend your services to others in the future.

AlistairJ:Equipment Sales

I approached Tabak with the view to get their input into the best way to prepare my business for sale. I found them very helpful and their thoroughness was re-assuring enough for me to agree to list with them. I was not disappointed; I got an excellent result without too much stress!

I thank Damien and his team; their efforts certainly justified my decision to engage the best.

EnekaB: Niche Retail, Purchaser

We were given a clear and positive understanding of the process of purchase but also the commitment we were taking. The feedback was regular, full disclosure was great and we have made a sound purchase.

HeatherC : Automotive; Purchaser

Damien Fahey was good to deal with at all stages of the buying process. He is meticulous in his preparation, patient in explaining and helping with details and showed empathy with us in enduring the stresses and trials of the lengthy buying process. He was thoroughly acquainted with details of the operating and financial side of the business we were buying and was not afraid to say "I don't know but I'll find out" At no stage pushy he nevertheless kept the process on track. We found him to be superior to any other broker we have had dealings with. Tabak provided comprehensive and useful brochures on the buying process, due diligence and take over check lists.

JoD: Fabrication

All is well down here in Ashvegas. Thank you for the lovely wine, what a lovely surprise! The kids and I are all settled in, and love it! We possibly need to upgrade our computers to operate the new "Fusion" Fletchers system. Could you please advise us on what we would need, or can you recommend someone?

Tania&MurrayS: Fabrication

We are very happy with the sale of our business, we found Tabak and Russell to be very professional at all times, we were given a clear understanding of the sales process and kept fully informed the whole way through the process. We thank Russell for his time and energy very much.

KenM: Health Club(Purchaser)

We highly recommend the services of Tabak. Our broker listened to our requirements and worked consistently to find a business that met these requirements. The sale process was professional and supportive, guiding us through the stages to a successful conclusion. Tabak's knowledge of business opportunities and credibility in the market place was a significant advantage in helping us identify opportunities.

PaulA: Appraisal

Damien & Russell were both very professional and helpful in all our dealings with them in selling our half of a partnership. Nothing seemed to be too much trouble and their advice was a huge help. The level of professionalism displayed by this company far exceeded our expectations and we would strongly recommend them to anyone.

MurrayJ: Manufacturing

Having heard of Tabak both thru contacts and seminars, living up to their promises become a challenge obviously one they can meet on all aspects of the sale process. Well done!

GillianE:

It was a pleasure dealing with you, we certainly found you incredibly informative, helpful, supportive and extremely professional and as I said a pleasure to have had the chance to work with you.

Yes we are definitely looking forward to life without Blenheim in our lives!

A new found 'freedom' is starting to be felt , we would love to catch up with you sometime and certainly if you are up this way. (Not sure if we will head to ChCh in the near future!)

BlairQ: Buyer - Manufacture

I would highly recommend Tabak if you are in the market of selling or buying a business. Tabak's approach and method far exceeded any other brokers efforts from my experience. Using a broker such as Tabak not only streamlines the process but also provides an essential negotiator & facilitator between two parties.

ChrisW & SusanM: Purchasers Trades

We spent over a year looking for a business. We got in touch with Damien at Tabak and he presented us with an Information Memorandum on a business that was by far the most comprehensive we had seen. Throughout the purchase process Damien was excellent. He co-ordinated and documented meetings with the vendor, followed up with written and verbal support, answered any queries promptly and professionally and wrote up an excellent agreement. Our solicitor even commented it was the best he had seen in a long time.

Young Family Partnership: Purchaser

We found Damien very professional and helpful and we would not hesitate in dealing with him again.

CamB: Sale (I.T)

Really appreciate your assistance with this project, it has been fantastic!

Hayden&NikkiG : Seller

We were delighted to have engaged Tabak to handle our business sale. Damien Fahey handled all aspects, from valuation to finding suitable purchasers with the utmost professionalism and integrity. Damien is extremely easy to deal with and a very organised and efficient broker.

Val&GlynE: NicheRental/Hire

Many thanks to Damien for helping us through the purchasing process. He was able to guide us through very professionally but with a friendly approachable manner. The initial meeting was invaluable as it set the groundwork of processes and let us know what to expect from other parties, our own responsibilities and allowed us to plan ahead. A very smooth purchase transaction all round. A steep learning curve at takeover but running smoothly now. A good decision to step out of the corporate rat race.

HughD: Shareholder Sale

Liz Satherley was the agent who sold 50% share of my business.

Liz was extremely thorough in getting to know my business. It is a specialised niche business which is not easy to understand, the previous agent certainly struggled with being able to describe all the nuances of what the business does, or could do. We also needed a special type of person. Firstly it had to be someone who could work happily and well with my daughter and the creative staff we have. My daughter is the other 50% shareholder and director. Secondly it had to be a person with a set of

skills that would contribute to the growth of the business. Finally it had to be someone who had the ability to understand the fundamentals of the current business and then grow the range of product.

Although this took some time, Liz came up trumps, and the share of the business is sold. Liz at all times worked in an extremely professional manner, was very patient with both of us, the purchasers and the lawyers. Liz provided the paperwork we needed and gently moved us all towards a conclusion. We would recommend Liz to anyone who wants to sell their business; she was at all times great to work with.

Judy: Service-Learning

Liz sold my business of 22 years under extraordinarily difficult circumstances. I did not think we had a chance, especially after the Christchurch quakes and the Japanese tsunami, but Liz kept at it until she found the right buyer. I am most thankful to her for the support she gave me during and after the sale process. Liz really understands the emotional turmoil business owners go through when letting go of their business. She genuinely cares. Also, she is smart, always professional and fun to work with.

AndyL : Flooring - Purchaser

Thank you for your support, guidance and responsiveness to my requirements in my recent business purchase. You were extremely helpful and responded to my every need. I would highly recommend you to anyone selling a business and know that buyers are also in the best hands when dealing with you. Your openness and professionalism impressed me.

Geoff B : Event Management

Damien did an excellent job of introducing two people that would not have come together without his network of contacts. His unassuming style and patience paid off with a partnership being formed after many discussions. Great job Damien...

Rae F : Event Management

I initially contacted Damien at Tabak to conduct an appraisal of my business and to discuss ideas for my exit strategy. The information and advice he supplied was excellent. Damien put together all the material for prospective buyers and was extremely good at only presenting quality prospects. He went and found the buyer of my business through his own networks. Damien made a complicated process more bearable and achieved a great result for all parties. He is professional and a pleasure to work with. Many thanks for a job well done.

BruceB: Construction

Well done and top marks for your service.....

GraemeD: Publishing

Happy – things played out reasonably smoothly in terms of the sale process

MikeG: Building Maintenance Company (Tabak Queenstown Office)

My wife and I engaged Mark Orr and Tabak Business Sales to assist in the sale process of Edwards and Hardy Dunedin Ltd and we are extremely pleased with the results achieved.

Mark was very thorough, professional and effective in his initial appraisal, marketing material preparation and in the overall presentation of the business to prospective purchasers. The business was sold in a relatively short period of time, the process was painless and Tabak's collective business sales experience is certainly a real asset to any Vendor during the "once in a lifetime" opportunity to maximise the dollar return of ones hard work. They are specialists in business sales – their knowledge was invaluable.

The eventual purchaser was found via Tabak's extensive network of accountant and buyer contacts.

Anita and I can confidently recommend the services of both Mark and the whole Tabak support team. Many thanks again for all your help.

DanO: Print-Graphics Industry Tabak Queenstown office

Just a quick note to say thank you very much for all the excellent work you put in to complete the sale of "Tidy Design". It took "us" a while to find just the right buyer but you were always very professional with all those who showed interest, and there were many.

It was great having you do all the leg work while I could simply stay focused on the keeping the business ticking over. Please feel free to suggest any prospective Vendor call me to discuss the quality of your skills, expertise and service, happy to recommend Tabak and yourself to anyone.

Thanks again, it was a great result in the end and Em and I are now happily ensconced in Sydney, at least for now!

PatW: Import & Distribution - Purchaser

Having recently completed the purchase of an established import and distribution business in Christchurch I found Russell Wheal to be extremely professional and knowledgeable regarding all aspects of the sale and purchase process. The information provided during the due diligence phase was of the highest standard. The entire process was very transparent which resulted in a smooth transition for us.

We highly recommend Russell and Tabak as business sales brokers. Russell's service far exceeded my expectations.

DavidB: Flooring Service - Purchaser

I made my choice to use Damien Fahey of Tabak Business sales when looking for a business to purchase due on a glowing recommendation I received from one of his previous clients.

Damien met with me to discuss my requirements and explain the sale and purchase process. He then came back to me with a business that was a perfect match for what I wanted.

The whole process went smoothly; Damien was there to help every step of the way from my initial meeting with the business owner to final signing of the sale and purchase contract.

I will be using his services again.

DennisS – Import and Distribution- Vendor

The sale of my business through Tabak Business Sales was totally seamless. Russell Wheal steered me through the whole procedure with much professionalism. It was certainly helped by the fact that he is a qualified accountant as well. Nothing was a problem to Russell; he was always there when we needed him.

ShelleyB – Physiotherapy

Thank you very much for assisting in the purchase of my new business. From the initial phone call to the meeting with the owner and yourself, to the final contractual arrangement, I found the whole process to be handled very professionally.

Your attention to detail was commendable and your promptness to address any questions I had was very much appreciated.

It is always nice to work with a business broker who is both personable and follows through from the start to the completion of the transaction.

Once again thank you and I would have no hesitation in recommending you personally and TABAK to others who wish to sell their business.

GregB - Purchaser

I must say this would have to be the best prepared Information Memorandum I have seen.

Richard G – Purchaser

We were the purchaser of a business which was offered through Tabak who provided support throughout the process.

Our negotiations were fairly complex as the offer we made comprised a mix of our company shares, future employment provisions, and a cash consideration. Tabak assisted in sorting the value of the package offered and negotiations to resolve various issues.

They provided very prompt responses (including over the weekend) and helped the process progress at all times) we would be very happy to work with Tabak again.

Amy – Westpac Bank- Purchasers Bank

The IM you provided was detailed and thorough and certainly assisted in getting the transaction over the line. Good team effort by all!

Hamish & Sarah G – Purchaser

I would recommend Tabak Business Sales and Damien Fahey in particular to anyone looking to sell or purchase a business. The information, the assistance and the advice, was excellent at every step of the process. We were able to make well informed decisions and had a great relationship with the vendors which was made so easy by Damien. What could have been a daunting process was straightforward (still big) with a successful outcome.

Mark & Jin F: Vendor

In all aspects of the sale of our business Damien made it unbelievably easy and smooth. He gathered all information required by the purchasers and gelled both parties together. This made the whole experience seamless and easy, while being totally professional and efficient – 4am emails is a great time for progress reports !! commitment. – thank you Damien

MaruT: Vendor

It's been my pleasure meeting you and getting this project completed. I thank you for making the whole thing painless and I shall of course mention you to anyone I hear of wanting to sell up.

JackieM: Purchaser

Thanks heaps for your work it was very appreciated..

Jeff B: Vendor

Thanks for your support over the last months. I think we achieved what we needed to -> we let the market speak, found the price (obviously the range was lower than we hoped for) and (if all works out over the next 24 months) made a deal with the person with the best offer. If I factor in cash-on-hand then I really feel I can't complain. Part of the journey was also finding out whether we wanted to sell or not, and in the end it became pretty clear for me that it was time to move on with a clear head.

Ian & Marg J: Vendor

This was the first time we have been involved with a business broker, so were unsure on what to expect. His professional manner was very reassuring and put us at ease. I have to say that Damien has set very high standards for any future dealing we may have with brokers.

Damien was excellent in explaining all the steps involved in the process. He answered any questions we had, even if it meant going off track. He showed great patience and understanding and at no time did we feel as if we were being rushed or any of our queries were trivial.

We were kept fully up-to-date on how things were moving along. Fantastic communication. Clone Damien!

DorisG: Vendor

Liz Satherley was the agent for the recent sale of my florist shop "Court Florist".

Liz had been recommended by another business to me previously and I had passed that recommendation onto friends of mine who had a business for sale. This sale turned out to be successful so there was no question in my mind that I would be using Liz when it came to the sale of my business.

Unfortunately I had to sell under urgency because of serious health problems, which created a stressful situation right from the start. Liz understood the situation completely and went out of her way to be as helpful as possible...because of circumstances, Christchurch, the size of the business, etc it was not a particularly easy business to sell quickly, but Liz did her utmost to accommodate the situation which eventually resulted in a successful sale.

I would have no hesitation in recommending Liz as an agent again, and have, as a matter of fact just done so.

KirkS: Purchaser

Damien was very informative throughout the sales and negotiation process. A very clear and concise explanation of his role, and the process of the flow of the information between us and the vendor.

Communication was excellent and attended joint meetings throughout the due diligence process, which was excellent. Information then supplied back to us which made the process easy. I have no hesitation in recommending Damien and Tabak to any person selling their business.

GrantA: Purchaser

I had been looking for a suitable business for some time and we have dealt with a number of agents, from the outset Russell Wheal/Tabak were standout performers. The business profile was detailed and well written which made it easy to determine whether it met my investment criteria. The agent was instrumental in addressing points of difference between the parties and in the end I think we both came out with a win-win deal.

Russell was very well prepared for the due diligence and was able to answer any questions that I had promptly. We couldn't be happier with the outcome of the sales process and have no hesitation in recommending Tabak to other clients.

DavidJ: Vendor

Tabak have been a pleasure to work with in the sale of my business. They took the time to have a full understanding on how the business operated. In doing this there were no surprises to anyone (buyer or seller). I would use Tabak again to buy or sell.

Craig & IvorD: Vendor

Damien from start to finish acted in a friendly and professional manner, he was very clear in what he required from us and the buyer of our business.

Damien made the process of selling a business very simple and achieved for us a very fair price in a very short time frame. We would highly recommend Damien from Tabak

RichardW – Purchaser

Tabak and in particular Damien acted very professionally briefing the seller and I together. This was very refreshing after 3 years of trawling through websites and subscribing to various businesses for sale sites.

Damien has obviously worked hard at preparing the business for sale – not only with the vendor but also master franchise holder. He was knowledgeable not only on the financials but the industry as a whole.

I would highly recommend talking regularly to Damien to monitor opportunities for sale that you have agreed fitted your profile

EdenP – Vendor

The service is what we would have expected from a professional broker this being Damien Fahey of Tabak, we were very confident in Damien's ability to handle the sales process. We certainly received plenty of feedback on the progress and happy because the right fit for the buyer was found and the suggestions made by Damien were validated.

ChrisB and TomC – P

Damien provided a smooth experienced professional service and did a great job to ensure the completion of the business purchase.

We'll certainly give him a call when we're are ready to buy the next one.

Michelle & NigelF-L – Purchaser

Damien of Tabak made the purchase of the business flow. Communication was clear and therefore helped the due diligence process immensely. We are very happy with the purchase and the service was more than we expected

TimC : Vendor

Damien Fahey was, from the very start to the finish the consummate professional in all of his dealings with Mainland. His personal input was impressive and never failed to surprise. A number of issues that arose were handled in a very competent manner indicating a thorough insight of the business he had for sale and a general high level of accountancy and business knowledge. Would thoroughly recommend Damien to anyone thinking of selling a business.

NeilW & TonyL Vendor

I have no hesitation recommending Tabak to anyone. Russell and team were very thorough and professional and exceeded our expectations dollar and service wise. Thanks for everything guys.

GregB &LeaB Buyer

“Damien, thank you for all the advice and support you gave Greg as we travelled the journey to purchase a business. You were amazing and we are grateful”

LindaC : Vendor

Thank you for your awesome support and professionalism. We are delighted with the outcome and we also look forward to watching the new owner do his magic with Green Kiwi Clean and taking it to new levels! Once again thank you for helping us sell the business to the right person.

TonyA: Purchaser

I must say that I am very impressed by your professionalism and focus on making it happen. I look forward to catching up over a coffee, and personally saying thanks and I would certainly recommend you and Tabak to any interested party.

LindaM: Vendor

The process of selling my business through Tabak was dealt with very professionally and it was very painless. Sam arranged everything with prospective purchasers and organised a day of meetings with interested parties. I was always kept informed of progress. The final result was a sale within three weeks of listing at more than the listed price. I highly recommend using Sam Cherry and Tabak. The service was superb.

Graham Blackett: Vendor

Thank you for your very professional job. I'm recommending you to some other associates that are thinking similar.

TessW – Lawyer for Purchaser

Thank you Sam.

This is the most comprehensive, impressive set of work I've seen recorded by an agent in a business sale.

KarenW & KenW – Vendor

Service was excellent. Very professional approach to the sale which lead us to say a very good outcome. Damien Fahey went above and beyond to obtain sale and meetings held with buyers were always done professionally.

RalphF: Vendor

Damien, we would like to thank you for finding the right people to take over our family business of over 23years. You have done a remarkable job in assisting and guiding us through the process of selling our business. Your attention to detail and professionalism helped us seal the deal. It was a pleasure working with you and we look forward to contact you again in a few years' time.

Neville&Mike V (6.2018)

Tabak introduced some excellent potential buyers to us within a week of signing up. Following on from that time we were kept updated of progress until completion. Couldn't have asked for and received such a good service.

Lorraine&Murray Vendor 8.2019

Damien - Thank you for the persistent work, Lorraine and I know you have put into make the sale of the removal business happen. We as you trust that the final change over goes well.

DesK Purchaser 8.2019

Hi Damien, thanks for your assistance too – very professional and experienced.

SaraL – V 10.19

Hi Damien

As you know, I've been a business advisor and mentor for over 15 years as well as running several businesses of my own. I learned one lesson really early on, employing professionals is usually cheaper than trying to do a job you have no experience with or time to learn. So when it came to selling my tourism businesses, having seen your great work with other clients, you were the first person I thought of. I found you incredibly professional to deal with, the information provided was clear, concise and easy to follow. Most importantly, there were some stumbling blocks that cropped up during the sale process and, even with my years of business experience, I can genuinely say that without your expert knowledge and guidance I don't think I'd have got the sale over the line. The phrase 'you get what you pay for' was never more true. I will strongly recommend all my clients use your services when selling their business.

Thanks once again.

Regards

Sara.

Sara Leadbetter, Business Advisor

Jeremy – V12.19

Hi Damien

Thanks and same to you! It should be pretty solid as the product is strong.

I just wanted to thank you personally for all your work on Alice over the last few years. Took us a few attempts but got there in the end. I think a good result all said and done.

Jim – V 12.19

Hi Damien

That's correct thanks. Appreciate your help.

Good to get this one over the line with what we feel are the ideal purchasers

Dan & Blaise P 3.20

Just want to thank you very much for the process of us buying a business. As I said earlier while we have been looking, by far Tabak has been the best to deal with so thank you.

Sorry it has been a bit of a struggle over the last week or so given the state of the world at present but, we weighed up the negatives vs the positives and for us it was an opportunity we couldn't miss out on.

All the best and if you find any businesses that you think may fit into this one by all means get in touch.

Damian M – V 4.20

Thanks so much for this, it is really a fantastic document that has proved very helpful in Tim and my discussions.

We spent a good few hours reviewing and discussing last night and have only a couple of minor questions. I will list these out in an email to you over the weekend, and hopefully get some further feedback next week.

Simon – P 6.20

Thanks Damien.

It has been a very smooth process. You are on top of your game. Canterbury economists are clearly good people.

Let's have a beer when it's all done and dusted.

GeoffB – V 6.20

Geoff was very very impressed with his dealings with Damien Fahey selling his business – very happy and would like to give a verbal testimonial to anyone that wishes to ring.

Tony & Isabelle – V 8.20

Thanks Damien

Was quite a mission to get sold, and really appreciate your patience and sound counsel in all matters. Couldn't have done it without you! Speak soon!

Tony and Isabelle

Andrew – P 8.20

Hello Damien,

Thanks for all your good work and forbearance during the sale process; like life generally the path often taken is not a straight one but nonetheless the sale was consummated and in my opinion a fair transaction for all parties.

Isabelle S - Vendor 8.20

Hi Damien

We settled today!

Thanks so much for your help. Been a bit of a journey, but we know Andrew will thrive and take the company forward. We really should all have a drink together in the next couple of weeks!

Didn't want today to pass without acknowledging

Maria & Ian V 10.20

Hi Damien .Thanks so much for a great job .We will always recommend you .Thanks again. Regards
Maria and Ian Kennedy.

Hi Damien

Exciting times ahead for us! Thank you for all the work you have done liaising with us and SLL, much appreciated.

Just thinking of all the things now that will need to be stopped/transferred over on 30 April!

Regards

Nic and Tim

Ian T V 07.21

Damien

Thanks for the work you have put into our final sale. It's sad after 30 odd years. But had to happen. Thanks so much you have done a great job. Cheers

Chris & Geoff V 10.21

Thank you so much for all you did in getting Geoff's business sold. We really appreciate everything you have done, we certainly could not have done this without you.

TABBAK