

Don is among the most experienced business transaction professionals in the nation, with over 25 years of business valuation and sales experience. He is one of a select few business brokers to have earned the “Certified Business Intermediary” designation awarded by the International Business Brokers Association. His firm, Peak Business Brokers, is a recognized leader in the sale of Rocky-Mountain based businesses—with a ‘listing-to-sale ratio’ nearly twice the national average.

With knowledge and experience gained through over 500 successful business transactions, Don understands what it takes to guide a business through the often-tumultuous path towards the closing table. Don’s business acquisition background includes over ten years of Colorado-based business brokerage experience, and an eight-year affiliation with a national business valuation/mergers and acquisitions firm headquartered in Southern California. He has also worked with a St. Louis, Missouri-based investment banking firm and served as a consultant to several other investment banking firms and business brokers.

Don’s background includes owning a wholesale distribution firm and working in the field of economic development. Don also served in various management positions with a marketing research firm and with a consumer catalog/direct mail check company.

Don holds a Bachelors Degree in Agricultural Economics from the University of Missouri, Columbia, and has completed post-graduate work at University of Missouri, St. Louis, the University of Illinois, and St. Louis University. He is a long-time member of the *International Business Brokers Association* and currently serves on the Board of Directors of the *Colorado Association of Business Intermediaries*.

“To succeed in this business, you need to realize that a business sale is not just about the economics; it is a highly emotional process for all parties. You need to recognize and respect the needs of the buyer and seller, and manage the deal in a manner that accommodates the emotions that often enter the process.”

Feel free to contact Don with any questions you may have about buying, selling, or establishing the market value of a business. Any such consultations are free and without obligation.



“PEAK was formed to provide the regional business owner with a highly professional means of achieving national and even international exposure. That type of broad exposure is critical to maximizing the purchase price of your business.”



Peak Business Brokers

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