



**Ready to Buy or Sell a Business?
Call 1.800.TheMainMan**

CUSTOMER TESTIMONIALS

SELLER TESTIMONIAL

March 9, 2020

To The Main Man Anthony Caliendo,

We had originally started looking for a broker to sell our business years prior to meeting Anthony. We anticipated our business value to be \$800,000 and we were met with low listing prices around \$400,000-\$500,000 price range. Disappointed, we put the decision to sell on hold until we heard Anthony on the radio and decided to see what The Main Man was all about. After meeting with Anthony and experiencing his expertise in his business, we decided to list with him for more than double what the previous brokers structured ultimately closing at \$1,250,000.00 million. Ironically, the evaluation from the third-party evaluation from the bank was \$1,255,000.00 which means Anthony was right on the money.

We were presented with multiple buyers and after a very good year in 2019 Anthony raised our listing price another \$100,000. After this, we were presented with an excellent buyer who presented us with a full price offer. Anthony was there through the entire process of structuring, licensing, due diligence and finally getting us all to the closing table. His persistence made this process efficient and constantly progressing us to the finish line.

During the due diligence, Anthony shopped through four different banks before finding the right one to process the SBA loan. He also guided us through the process as the SBA changed their rules part way through the application. Through complications and time related setbacks, Anthony was there to support everyone and keep us on track to the closing table.

Anthony and his staff are helpful and great people to work with and I am very glad we chose The Main Man to sell our business. No one could have gotten us a better price and the experience exceeded our expectations. You are really The Main Man.

*Thank you, Anthony,
Dean Diciaula & Theodore Gill
T&D Air Conditioning Inc.*

BUYER TESTIMONIAL

March 6, 2020

Dear Anthony,

I wanted to take a moment to thank you for helping me find the right company for my family and I which was accomplished with the acquisition of T&D Air Conditioning. You did a fantastic job of communicating, managing the project, and keeping all involved parties on task to ensure no deadlines were missed. It has been a pleasure working with you and hope we can work together again in the future.

As you know, the acquisition was difficult and faced many challenges from the start; however, you and your team helped us get to the finish line. Our biggest obstacle in this acquisition was finding a bank willing to finance the deal because I did not have the necessary Class A Air Conditioning license required to operate the business and needed the seller to qualify my company. You worked diligently to help me find the right bank to finance the acquisition and made sure all parties (myself, the seller, & the bank) were all comfortable. We talked to four different banks before we found the right one. Additionally we ran into some delays with me using an IRA as portion of my equity injection since the Small Business Administration changed the rules midway through the process. During this delay, again, you and your team did a wonderful job at keeping the deal together with myself and the sellers. I really appreciate all your effort and hard work.

You were the instrumental piece to accomplishing this acquisition and providing my family and I with this great opportunity. Thank you. I would highly recommend you and your team for anyone looking to work with a business broker in Florida.

Regards,
Chris Durig
President
CCD Holdings, Inc. DBA T&D Air Conditioning

BUYER TESTIMONIAL

Anthony Caliendo
FNBC Florida
1200 NW 17th Avenue
Delray Beach, FL 33445

February 18, 2020

Dear Anthony:

I wanted to take a moment to thank you for recommending the Home Health Care business to Bonnie & I. For years we have been looking for the perfect fit with our business and professional background where we could not only serve the public but also make a nice living doing so. I am happy to say that you nailed it perfectly for us.

As you are aware, this transaction from start to finish was difficult and complicated when the Small Business Administration and government regulatory restrictions are involved. You and your team of professionals guided us perfectly through the process and were always available around the clock. Additionally, your dedication to both the buyer and seller has been nothing short of amazing as our transition was seamless! You will be a great part of our future success.

Thank you for a wonderful opportunity and providing us with a bright future. You are "The Main Man!"

Respectfully yours,



Matt

Matthew Goldberg
President & CEO
Nurse One Home Health, LLC

SELLER TESTIMONIAL

Doetch's Glass & Aluminum CO., LLC

Sept 25, 2018

FNBC Florida

Anthony Caliendo

Re: Doetch's Glass & Broward Door Sale

Dear Anthony –

We would like to Thank You, sincerely, for helping us achieve our lifetime goal in selling our businesses. We also would like to thank Donna too for her expertise and assistance in getting our paperwork detailed correctly.

From the first time of Hardy hearing your ad on W10D 610 Sports Talk Radio with Jeff DeForrest and your question “Are you tired of being tired?” ... he felt you would be our “Main Man” broker. I had some doubts about a “guy on the radio” being our liason between 40 years of dedicated work and a simpler life-style. After one meeting with you, and presenting our company to you we saw a “light at the end of the tunnel” – and we knew we had found the right man in THE MAIN MAN for the task.

We very much appreciate your care and concern for our business regarding finding the correct buyer to enhance & carry on our business heritage and longevity in the construction field.

Everything in life happens for a reason ... who knew that by Hardy listening to DeFo's show, that we would be lucky enough to have you represent us & our businesses, successfully broker & close the deal and allow us to start planning our future.

Thank you Anthony, you are “The Main Man”! This has been a life changing experience!

Barbara and Hardy

BUYER TESTIMONIAL

While sitting in the middle of another dreary March snowstorm in Long Island, I was contemplating the purchase of a few different types of area businesses, when I came upon an internet ad for the “Sale of a building and accounting firm in Sunny and Warm South Florida, within walking distance of beautiful beaches.” I must say that while I was intrigued, was hardly sold on the idea at first. But I did put an initial call to Anthony Caliendo. Still, even after our first talk, I was not sold on buying this business, especially since due to family reasons, I had no intention of moving to Florida – thus, if this were to happen – it would be a “long commute.”

But Anthony is, I must say, a remarkable businessman and salesman. He does not pressure you, but he is persistent. He does not entrap you, but offers a multitude of suggestions on how the deal can work for both parties. And he is not limited by geographic boundaries – I think he believes that the whole world is in play to make a deal. And he understands that there needs to be a good chemistry between buyer and seller – but yet, is smart in knowing that too much communication in the early stages between the parties may not be so good – especially in my case – over the phone (when you can’t read a person’s face and could easily be misinterpreted). So communication between buyer and seller was assured of no misunderstandings, as Anthony was in the middle of all negotiations. Anthony took no sides – he was working for both of us. There is a genius in this ability, to know just what to say and when. And when I said to Anthony: “I don’t know how I could work this – living in New York and commuting in Florida”. Anthony had an answer as well: “You have many options here – you can take it as slow as you want or as quickly as you want. You can hire staff if you can’t be down here, but you can make it work with any other number of options; and you can rent out unneeded space or not.”

He has the experience and know-how to make things happen. Anthony made this deal happen – No doubt about it. If you want the best broker to be found, then I highly recommend bring Anthony on with his team – you’ll be in great hands.

Sandy W. CPA – Pompano Beach & New York.

BUYER TESTIMONIAL

Nationwide Medical Transportation Services, INC
DBA: Tri-Country Medical Transportation

June 15, 2018

FNBC Florida
Anthony Caliendo
1200 NW 17th Ave
Beach, FL 33445

Dear Anthony,

Debi and I would like to thank you for the successful purchase of our new business. You and your staff were on point and stayed on top of the transaction every step of the way and exceeded all our expectations. A great deal of thanks to Donna for preparing all the documents and making sure deadlines were met, and all parties were kept in the loop.

When we first came into your office and explained our past dealings with other brokers and the fact that we had spent money on appraisals and the deal did not close, you assured us and gave us your word that this would not happen in your case. YOU WERE RIGHT!!! Also in dealing with the banks that you do business with, it was a pleasure working with them and along with yourself was able to get the job done.

We can say with great certainty that you are our new business broker of choice moving forward and we are looking forward to growing our new business and re-listing it with you and purchasing other business as well in the future. We will also be recommending your services to all our friends and family and anyone who wants to buy or sell a business.

Sincerely,
Andy & Debi

SELLER TESTIMONIAL

Michael Kerlew, CPA

July 9, 2018

I first heard about Anthony Caliendo while listening to the Dan Lebatard show, his advertisement impressed me as an aggressive marketer of businesses. So when I decided to sell my business I needed someone that would be aggressive and innovative in his marketing campaign. After our first meeting I knew I retained the right man for the job because his marketing plans included advertising to prospects out of the State of Florida that wanted to come to Florida to own an Accounting Practice.

Well his marketing campaign was immediately successful because both interested parties were from out of state, which led to an offer and quick closing. I would recommend Anthony to Anyone who is serious in selling their business quickly and efficiently.

Sincerely,

Michael Kerlew
Former owner of EZ Accounting & Tax Service.

SELLER TESTIMONIAL

May 21, 2018

FNBC Florida

Anthony Caliendo
1200 NW 17th Ave
Beach, FL 33445

Dear Anthony,

I would like to thank you and the whole FNBC staff for the successful sale of our business. Your knowledge, diligence, persistence and hard work made the whole process easier than I had expected.

I first heard your advertisement on the Jeff De Forrest morning radio show and asked Jeff about your sales ability. You came highly recommended so I decided to give you a call. I was a little hesitant, thinking I would not be able to sell my business for what I thought it was worth. After 1 week when I had an offer for the evaluation made me a believer in your expertise as a broker.

From the beginning of the due diligence process, to working with the bank, pre-qualifying the buyers, providing necessary documents, keeping me up-date, to closing, you were on top of it pushing everything along.

My special thanks to Donna who providing me with any information request in a prompt professional manner.

I will be recommending your services to all of my family, friends and business associates who are interested in selling their business.

Thanks again,
Sincerely,
Olivia Katrych

SELLER TESTIMONIAL

August 1, 2019
Anthony Caliendo
"The Main Man"
FNBC Florida, LLC
1200 NW 17th Ave., #1,
Delray Beach, FL. 33

Dear Anthony:

I wanted to thank you for the assistance you provided during the sale of our business. It was a pleasure to have met you. There was an instant connection from the moment we met. You were very professional from the first day we met while still offering a degree of comfort in the ease of your personality. You have all of the qualities needed to get the job done. I can tell you take your job seriously but also important, you love what you do and it shows in all aspects of your business.

I appreciated the constant contact you and your staff kept with us throughout every phase of the process. While I was afraid of legal complications you assured us that it would all be a smooth transaction with the help of all those resources you bring together to get it all done and finalized. Working with the attorney you recommended was also as smooth and easy as you said it would be. You showed an incredible degree of patience in dealing with the demands of multiple potential buyers and your constant perseverance and unfolding efforts is what made things happen.

There is no doubt in my mind that you are "The Main Man"! I will certainly think of you if ever in the market to buy or sell again and will always recommend you to anyone that may be in need of your services. I wish you the best now and always. Again, Thank You!

Best Regards,

Carmen Alfonso
former VP of Seat Savers by Supreme
d/b/a Supreme Seat Covers

SELLER TESTIMONIAL

Re: Sale of Supreme Seat Covers

Dear Anthony:

I would like to thank you and your competent staff for the outstanding job in the sale of my business. I am extremely pleased with the efficient way it was all handled and with the rewarding outcome.

When I met Anthony, I immediately knew he was the right Broker to sell my business. He offered so many useful recommendations, had an aggressive marketing plan and fresh ideas, that were key in achieving a successful sale.

Anthony was always professional, courteous, knowledgeable, persistent, determined and kept me well informed during the entire process.

I can honestly say my experience was smooth, he was always well prepared and on top of things at all times.

I now consider Anthony as a friend, one that I continue to communicate with.

I highly recommend him, his services and entire staff to anyone interested in selling or buying a business.

Sincerely,

Juan M. Alfonso

Former Owner of Supreme Seat Covers

SELLER TESTIMONIAL

Dear Anthony:

I have been thinking about selling my business for a few months and heard "The Main Man Anthony Caliendo" on my sports talk radio show in South Florida. I was intrigued and called Anthony. We made an appointment and agreed on terms in late December of 2018. Anthony was able to qualify my business for an SBA loan within a few months and the interested buyers started coming. He brought many buyers but 3 of them were serious buyers 2 of which fell through but in July of 2019, we were able to close the sale happily for both buyer and seller. Anthony and Kristen were very professional and tried very hard and made this deal happen in the end. I was originally told that business' like mine usually take 9-12 months to sell and I am happy to say that my business sold in 7 months.

Thanks again,

Anthony and Kristen,

I will let everyone that I know that is looking to buy or sell a business who the "Main Man" is and I'm sure they will get the great service that you provided me.

Sincerely,

John Nakis

South Florida

Former Owner of Miami Grill

SELLER TESTIMONIAL

Dear Anthony:

I have been thinking about selling my business for a few months and heard "The Main Man Anthony Caliendo" on my sports talk radio show in South Florida. I was intrigued and called Anthony. We made an appointment and agreed on terms in late December of 2018. Anthony was able to qualify my business for an SBA loan within a few months and the interested buyers started coming. He brought many buyers but 3 of them were serious buyers 2 of which fell through but in July of 2019, we were able to close the sale happily for both buyer and seller. Anthony and Kristen were very professional and tried very hard and made this deal happen in the end. I was originally told that business' like mine usually take 9-12 months to sell and I am happy to say that my business sold in 7 months.

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John Nakis

South Florida

Former Owner of Miami Grill