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To Whom It May Concern,

If you are considering the sale of your agency I would recommend using a broker, Mel Clemmons to be exact, to guide the deal. It all seems simple at first glance. Find a buyer, agree to a price, and sign the paperwork, then move on to your next venture. Nothing is as simple as it should be.

First thing first, you have to find a buyer. This is no small task since they not only have to have the cash and willing to pay the price you need, but Allstate also has to approve the deal. Assuming you get past this hurdle, now you have to deal with the buyer's attorney and bank. Everyone starts changing the deal that was so simple when agreeing to sell. Throw in the emotional aspect of the blood, sweat, and years you've put into the development of your business, things can quickly go south without the calm reasoning of a broker.

It's always better to sell before you have to have a sale. Mel Clemmons understands the climate which we find ourselves these days. He finds qualified buyers and puts them with quality agencies that may be considering the sell. His expertise was very helpful in moving my large agency and I would recommend him to anyone that is serious about selling on their own terms.

Sincerely,

Stephen J. Mitchell
Mitchell Insurance Agency, Inc.