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Selling Business in an Economic Storm

Georgia Association of Business Brokers Meeting March 31

ATLANTA – This is an excellent time to buy a business, says mortgage banker and radio host Joel Miller, the Chief Financial Strategist of Wall Street Capital Funding, Inc. Miller will offer his advice on “**Selling Businesses in an Economic Storm**” to the monthly meeting of the **Georgia Association of Business Brokers (GABB)**, Tuesday, March 31st, at the SouthTerraces Conference Center.

“This is the time,” says Miller, whose advice on the housing crisis was sought by President Obama’s transition team late last year. “It’s so simple to say buy low and sell high. But those sellers are more interested than ever in getting the deal done.”

“This is the time you want to gain market share. This is an opportunity for business people to gain market share cheaply,” says Miller, host the “Joel Miller Show” on News Talk Radio 1160 AM. “This is a huge opportunity to buy.”

The Georgia Association of Business Brokers (GABB) is the state’s only professional organization and Multiple Listing Service dedicated to helping in the purchase and sale of businesses and franchises, and the merger and acquisition market. Miller’s GABB speech will begin at 10:30 a.m. Tuesday, March 31st, at the SouthTerraces Conference Center, 115 Perimeter Center Place, Atlanta, Georgia 30346.

At the request of President Obama’s transition team, Miller says he was “privileged to present” what he considered 10 key points about the cause, effect and cure of the current financial crisis. Miller will present those points to the GABB, and will also comment on how the Federal Reserve Bank’s purchase of Mortgage-Backed Securities has affected interest rates. Miller will conclude by naming “the one key thing that needs to be done to stimulate the economy and my support for it.”

An experienced GABB business broker can help a business buyer find and evaluate options, finding the right one for the buyer. Brokers can expedite transaction, helping negotiate a fair price and terms of the sale, obtain financing, and working with the seller's broker and advisors. On the other side of the transaction, GABB members can help business owners evaluate and price their business, as well as professionally market and advertise to prospective buyers, negotiate and close a deal. All certified GABB brokers operate under strict procedures to protect proprietary information and ensure utmost confidentiality. The GABB web site lists hundreds of businesses for sale throughout Georgia, as well as around the country.



Joel Miller is the founder and chief strategist of Wall Street Capital Funding, Inc., one of the nation's highest ranked mortgage originators. Since its establishment in 1989, Mr. Miller's strategic planning and adept leadership have cultivated unparalleled success for Wall Street Capital Funding, Inc. as a private mortgage bank. In addition to offering some of the most diverse rates and programs in the industry, Wall Street Capital Funding, Inc. walks alongside its clients, providing a financial solution that combines asset and liability restructuring with the right insurance, investments and mortgage products to accomplish their financial objectives.

Wall Street Capital Funding has been a successful private mortgage bank and is currently recognized as one of the nation's highest-ranked mortgage originators. Miller, who founded the firm in 1989, specializes in financing the construction of custom residential homes and commercial real estate ventures. In 2007 Goldline Research selected Wall Street Capital Funding as one of the Top 10 Most Dependable Mortgage Companies in the Southeast.

The GABB meets on the last Tuesday of each month from 10 a.m. - 12 p.m. at the South Terraces Meeting Center (across from Perimeter Mall), 115 Perimeter Center Place, NE, Atlanta, GA 30346. For more information please visit www.GABB.org.

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