

Sunbelt

the world's largest franchised business brokerage

Meet Our Office Owners

The following questions and answers are excerpts from our recent interview with J.G. "Tex" Garner, owner of Sunbelt of Dallas #1 and Fort Worth.



Q. Tex, what were your career experiences before joining Sunbelt?

After graduating from West Point with a degree in engineering, I served the Army in hospital administration. My corporate career began working for a Fortune 500 chemical company. I continued my career operating an HVAC company, running a \$100 million international polymer business, and establishing a company comprised of 4500 retail outlets. During this time, I also completed my education with an MBA in Finance.

Q. What attracted you to business brokerage and Sunbelt?

After leading various successful businesses, I wanted to own my own business. I researched businesses that complimented my skills and experience, which eventually led me to Sunbelt. I met with Ed Pendarvis, the company's founder, and was immediately impressed; Sunbelt offered the network and corporate support structure that I desired.

Q. What are the traits of successful broker?

Brokers need to be effective communicators and negotiators. It takes time to obtain listings and close sales, making patience and persistence equally important.

Maturity and experience also prove useful in this industry. Understanding the many facets of financial statements and business procedures is also pertinent to being successful in this industry.

Q. What are some of the types of business your office has sold?

My office has sold a \$11 million trucking company, as well as many other businesses including junkyards, restaurants, and auto repair shops.

Q. What is a challenge of business brokering?

Business brokering is a personal business; we create relationships with buyers and sellers everyday. It is challenging to successfully match a buyer and a seller and subsequently provide a sales relationship that meets the needs of all parties. Despite the challenge, creating these relationships is greatly rewarding.

Q. What sets Sunbelt apart from the competition?

Sunbelt's processes, procedures, and training ensure the success of a sale. Sunbelt also provides international strength for our brand, as well as our listings. The network allows the listing to be available to potential buyers at all times; your listing never goes on vacation.

Q. What advice do you have for potential Sunbelt office owners?

Being an office owner requires perseverance, for success is not immediate. One's creativity and persistence will lead to closed listings and financial rewards.

The Sunbelt network is composed to many professionals who can offer help and guidance. Utilizing the expertise of other office owners is a valuable resource that is always available.

Sunbelt of Dallas #1 and Fort Worth

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