FOR BUSINESS BROKERS AND M&A ADVISORS

# Quality of earnings for business brokers

Deals stall when the buyer's lender can't trust the seller's numbers. We review the earnings the deal rests on, in the format the buyer's lender will test, so problems surface before the letter of intent instead of after it.

**Earnings**
a lender accepts

Normalized earnings tied to tax returns and bank deposits, with every add-back supported or flagged.

| SERVICE | WHAT YOU GET | FEE |
|---|---|---|
| **Seller readiness review** | Before listing: normalized EBITDA, add-back support, tie-out to returns and deposits, a red-flag list | **$3,000 to $5,000** |
| **Buyer- or seller-ordered QOE review** | During the deal: the earnings reviewed in the lender's format | **$3,000 to $5,000** |
| **Sell-side QOE** | At listing: a full quality of earnings report, with a non-reliance letter for buyers and lenders | **$7,500 to $20,000** |
| **Books cleanup** | Before listing: the current year brought current by our accounting team | **$750 to $2,500 a year of books** |

## HOW IT WORKS

**1. Scope**
We agree on the deal, the years and the format the lender will use.

**2. Documents**
The seller uploads returns, statements and bank records.

**3. Review**
Our analysts test the earnings; a CPA reviews every finding.

**4. Findings**
You get the numbers, the red flags and a call to walk through them.

### How we work

- The fee is paid at engagement, whether or not the business sells, and never depends on the price.
- We never work both sides of the same deal.
- When our team rebuilt the books, the sell-side report says so, and another firm prepares the lender's QOE.

**Good to know.** Since October 1, 2026, SBA acquisitions of $3 million or more need a quality of earnings report ordered by the lender. A seller with clean, tested numbers is ready for it.

**Baratelli Transaction Advisory, LLC**
Quality of earnings reviews and sell-side reports for business brokers and M&A advisors, reviewed by a CPA. Flat fees, quoted up front.

Call us before you list
(561) 228-6123
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Fees as of November 2026, agreed in an engagement letter before work begins. Delivery dates are set for each engagement.