Business brokers Sacramento, otherwise known as intermediaries or business transfer agents, help sellers and buyers of privately owned small business in the selling and buying process. A [**Business Broker Sacramento**](http://www.wb-businessbrokers.com/about/)appraises the particular value of a business; publicizes it for sale with the option of revealing its identity or not; handles the preliminary prospective buyer discussions, interviews, and negotiations with potential buyers; facilitates the development of due diligence investigations and lends a hand to the overall business sale transactions.

Agency relations in business proprietorship dealings engage  Business Brokers Sacramento as the representative of the principal client, whether that principal is a seller or a buyer. The principal broker and his agents become the agents of the principal. The third party in the dealings, who does not hold agency relations with the broker, becomes the broker's customer.

Conventionally, Business Brokers Sacramento provide a standard full-service brokerage relationship based on commissions under a duly signed agreement with a seller or with a buyer, under a buyer representation agreement. This generates, under common law in most states, agency relations with fiduciary duties. Some states may also have rulings that control and determine the nature of the exemplification along with specific licensing requisites for the business broker.

In some states, Business brokers Sacramento may be hired as a transactions broker who represents neither seller nor buyer as an agent. Transaction brokers work to expedite the dealings with both seller and buyer on the equal level of trust. Dual agency comes about when one brokerage acts in behalf of both the buyer and the seller under written mutual agreements. Individual state laws treat dual agency differently. If an agent is allowed by the state law to represent both parties in a one transaction, the brokerage is considered a Dual Agent. There are special laws covering dual agents as regards price negotiations.

In other states, Dual Agency is permissible in situations wherein the same brokerage represents both the seller and the buyer. If one agent has a listing and another agent has a buyer who is interested to buy the listing, Dual Agency come about by designating each agent as an “intra-company” agent. The principal Business Brokers Sacramento retains the Dual Agent status. A few states allow an agent and a broker to represent transactions as dual agents.

The buyers and sellers are the principals while the Business Brokers Sacramento and their agents are the principals’ agents in the sale that is defined by law. However, agents are not given authority to sign any offer to purchase or any closing document. The Business Brokers Sacramento may include their company's name on the contract in their capacity as agents for the respective principals.