



BROKER PROFILE



Ian Salter

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2015
NATIONAL AWARDS
FOR EXCELLENCE
FINALIST

Business Broker Of The Year
2015 AWARDS FOR EXCELLENCE



Ian Salter started with Benchmark Business & Commercial Sales in 2005, as a “general” business broker. In 2010 Ian was responsible for establishing the specialist ‘Franchise Sales Division’ of Benchmark, where he now leads the franchise team.

This role sees Ian managing and mentoring a sales team of specialist franchise brokers. Ian is absolutely dedicated to producing the best results possible for his many clients through application of hard-earned knowledge and insistence upon the upholding of professional standards. Ian regularly meets with other professionals to discuss the most recent developments in professional practices, and to stay up-to-date with any changes in legislation which may affect franchising or the sale of businesses.

Ian has the knowledge and extensive experience to assist clients with:

Pizza Hut Franchises | Swimart Franchises | Franchised Tyre Stores | Concrete Transport Trucks | Wholesaling Businesses | Exclusive Distributorships | Non-Food Franchises | Cafes for Sale

Often Ian is retained to sell other assets such as Transport Businesses for sale, Investment Property, Import/Wholesalers, and Manufacturers – and he has had considerable success in these areas.



COMPETENCIES

- REIQ CPD Training (100 points) annually
- AIBB CPBB – Certified Practicing Business Broker – 2012
- Member of the REIQ since 2011
- Member of AIBB – Australian Institute of Business Brokers since July 2007
- Benchmark Accredited Business broker – 2007
- Real Estate Agents License – QLD
- Cert IV in property services (Real Estate) licenses – Course Code CPP450307
- Property Stocks and Business Agents Certificate – NSW