



- Business Sales and Acquisitions
- Valuations
- Retained Searches
- Investment Banking Services

Rob Amerine Broker Associate

Rob brings with him over 10 years of experience as a small business owner, coupled with nearly 20 years of hands-on, technology-based experience. Rob has worked with hundreds of successful small businesses across many different types of industries, including engineering, hardware/software, automotive, financial services, marketing services, ministry/non-profit, and B2B sales. While his background is rooted in technology, Rob understands the practical ins and outs of what small businesses owners need in order show tangible value in today's market.



While Rob started his career off in the Fortune 500 world, driven by his entrepreneurial spirit and passion for relationships, he quickly moved toward small business. He's worn nearly every type of hat in an organization, to include sales, marketing, operations, business development, human resources management, coaching/mentoring, systems, and programming. His most recent titles include President/CEO, Vice President of Business Development, and Chief Operations Officer.

Rob purchased his first business in 2004 with very little capital. This business later became a successful web marketing and development business, working with hundreds of clients. Seeing the need for scalability in the changing market, Rob started developing marketing automation software in early 2005 and, after a few starts and stops, joined the Colorado Springs Technology Incubator (CSTI) in 2007. This is where he gained experience raising funds and developed strong relationships with key investors and advisors. By 2011, the business had grown to nearly 25 full-time people, using remote workforce best practices and helping small businesses by developing practical marketing/sales processes, which directly improved the clients' bottom line.

On any given day, Rob finds himself sifting through a myriad of new business ideas to address current market needs. His in-depth knowledge of database design/architecture, open source technology, and software development allows him to take a deep dive into any technology solution (whether hardware or software) and quickly determine a solid opinion for its potential in the market. Rob constantly strives to put himself in the "buyer's seat" in every situation, while maintaining a strong, "make it personal" drive.

Rob is a native of Colorado Springs and enjoys living on the west-side with his wife and children. He is a member of the Colorado Association of Business Intermediaries (CABI) and is licensed to sell businesses and real estate in the State of Colorado. Rob graduated from Colorado State University with a B.S. degree in Engineering Science and soon after earned a Masters in IT Management from University of Colorado at Boulder. Before he "retired," Rob played competitive two-man sand volleyball for nearly 15 years and now enjoys spending time with his family, fly fishing, golfing, and drinking a good cup of coffee or glass of wine (depending on the time of day).

Please call Rob (Direct: 719.433.7071; Cell: 719.271.1159) or send him an email (rob@fbb.com) with your questions about buying, selling, and valuing a business. Consultations are confidential and without obligation.