

Charlie Jones

Certified Business Intermediary
Senior Broker Associate



Charlie brings 30 years of entrepreneurial expertise to both the Seller and the Buyer. Prior to joining First Business Brokers, Charlie successfully purchased (or started) and operated seven businesses in various industries, some with multiple locations, over a 22-year period. The businesses included retail, manufacturing, construction, distribution, and outsource placement for the high tech industry. He was instrumental in the transfer of ownership of all these companies. His expertise in all areas of business ownership brings to Charlie a true understanding of business owners' vantage points and challenges. Recently Charlie has worked with area banks and businesses as a consultant for asset management and liquidation.

Charlie is a Counselor for the Small Business Development Center at UCCS, where he works with clients on business valuations and negotiations for the purpose of buying or selling a business. He assists clients with existing business on positioning their businesses for sale to increase the likelihood of a better outcome.

Over the last seven years, Charlie has successfully completed the valuation and transfer of over 40 privately held companies, earning him the title of Senior Broker Associate and Mergers and Acquisition Specialist.

Charlie's professional affiliations include the **International Business Brokers Association (IBBA)** and the **Colorado Association of Business Intermediaries (CABI)**. He holds a **Certified Business Intermediary (CBI)** designation and is a licensed **Colorado Real Estate Broker**.

Charlie's off-time passions include motorcycle riding, hiking, and snowshoeing with his wife of 32 years, Kathryn.

"My professional life's work had been to successfully and profitably start, run, improve, and ultimately sell as many businesses as I had an interest to own. My interests were as varied as my businesses were different. My vision is to assist business owners to recognize and fulfill their dream to realize the successful sale of their life's work."

Please contact Charlie with your questions about buying, selling, and valuing a business.
Our consultations are always confidential and without obligation.

