

"Where Buyers & Sellers Meet"



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## Insurance In Business

By Ron Knight

Insurance Agent and Business Advisor with  
The Business Exchange

As an Insurance Advisor and Agent, I have spent a good deal of time talking to business owners. I have focused more on small businesses and single proprietorships in showing them how to use insurance to minimize some of their business risks. Most business owners readily accept the need for property insurance, Errors & Omissions Insurance and Medical Insurance but do not as readily accept the need for other forms of insurance. There are several other insurance products that could help business owners protect their investments and manage other risks. The following are some examples.

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## Service For Life

(The "New" Real Estate Motto)

By Gerald L. House MSM

The Business Exchange

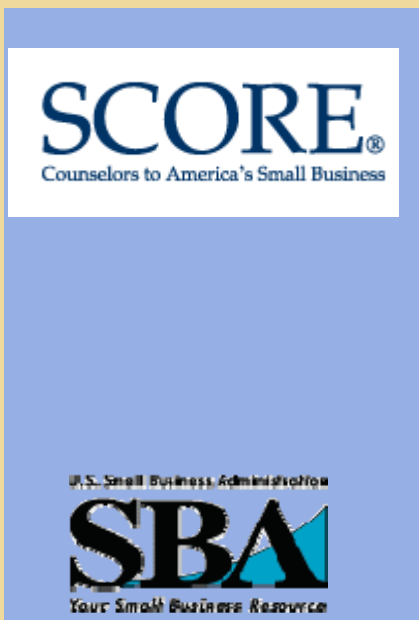
The one thing that stands out with most top producing real estate agents is their inherent sense of service. "They have a servant's heart and place their buyer's or seller's real estate experience above all else". (Keller) It is the heart and soul of real estate professionals because they are always thinking service. This service approach exists at three levels. First, they know the underlying purpose of the real estate profession. Second, they have a clear sense on how to deliver this purpose. And third, they have a continual drive to always put their client's needs above all else. (Keller)

Most top producing real estate agents have a clear sense of purpose and can articulate this purpose to

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customers and clients. For instance, ....

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### **Starting a Franchise or Business in Today's Economy - Smart or Foolish?**

More than ever, people are seeking out alternative ways to provide financial security and peace of mind for their families. They are not finding it in the job market, the stock market, nor in real estate. Business ownership, however, can be a wonderful vehicle through which a person can have more control of their job security and income. There are many franchise and existing businesses that continue to grow and some that even thrive in recessions.

Contact The Business Exchange for more details and a schedule of seminars on this subject.

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*NewsRadio 1230 WNRR, The HBA Group, Inc.  
and Jani-King*

*Presents*

*1st Annual Career Change Expo*

*Tuesday, March 31, 2009*

*3 p.m. - 7 p.m.*

*Doubletree Hotel*

*2651 Perimeter Parkway--Augusta, Ga.*

We have over 100 Franchises to consider through our partnership with FranNet. In a down economy--it only makes sense to build your business with proven tools and techniques. Check out our newest franchise offerings [www.thebizex.com](http://www.thebizex.com)



The Business Exchange, LLC  
Corporate Office: 4310 Belair Frontage  
Road~Suite 3~Augusta~GA~30909  
(706) 364-1352 Office  
(706) 364-1358 Fax