



Janice E Staropoli, PC
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Janice E. Staropoli, CBB

Janice Staropoli has been a Business Owner, Buyer, and Seller, thus she is well versed in the concerns of importance to all parties in a transaction. Most importantly she is passionate about her profession and this has put her in the top 5 in AZBBA Sales for the past 20 years.

She is a Certified Business Intermediary (CBI), and CBB, as well as a certified instructor of International Business Brokers Association (IBBA). Additionally, while smaller businesses are her prime target she has been an active participant of M&A Source, the Mergers and Acquisitions spinoff of IBBA. The primary focus of M&A Source is in the transfer of concerns with entity values between \$3mil-\$50mil and the platform they present for interaction between its members and the various Private Equity Groups and Corporate acquisition teams.

On the local level, Janice is a multi-term past Chairman of the Arizona Business Brokers Association (AZBBA) and a past president of the Central Chapter of AZBBA. During the past twenty years she placed in the top 5 for sales every year and received top honors for 5 of those years. In addition to personal production, for fifteen years she was an Independent Trainer and Mentor in Business Brokerage. Janice was also chosen by The Arizona School of Real Estate as one of the instructors in their Business Brokerage Division. Among the courses, she teaches are: Business Evaluations and Pricing, Financial aspects of Business Transfers, Financing Options for Businesses, Negotiations, and Escrow Processing, as well as Introduction to Business Brokerage. She is also a certified instructor for AZBBA and IBBA on these topics.

Prior to leaving New York in 1986, she was Vice President of a Life Insurance subsidiary of Ethyl Corp. and served on the Board of Directors of the Life Insurance Council of NY. Janice has extensive experience in marketing, customer relations and deal negotiations. She has long been a resource for business owners as well as other agents seeking advice on difficult or unique transactions in the industry.