

## Raleigh Business Executive Anne S. Pagano Receives Certified Business Intermediary Designation

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RALEIGH, N.C. -- Anne S. Pagano of Entrust Associates, a North Carolina business brokerage, based in Raleigh, received the prestigious Certified Business Intermediary (CBI®) designation during the IBBA-M&A Source Joint Conference for Professional Development Educational Program and Conference in the Southeast, recently.

Business brokers are the intermediaries for owners who want to buy or sell their businesses. Business broker transactions—mainly geared to brokering sales of mid-sized and small businesses—are valued at more than \$1.5 billion per year and affect the economic well-being of thousands of communities in the United States and around the world.

Pagano was awarded the CBI designation after demonstrating a superior knowledge about the functions and applications of business broker services, documenting practical experience, participating in a rigorous curriculum of at least 60 credit hours of Association courses, attending an IBBA Conference for Professional Development, passing a comprehensive examination, and pledging to uphold and practice IBBA's Code of Ethics. She was presented a plaque certifying the designation by IBBA Chairman Andrew R. Cagentta Jr., CBI, BCI who said, "Anne's achievement is a significant professional accomplishment that identifies her among America's most highly qualified and credentialed business intermediaries. It is the hallmark of excellence in our profession."

As the singular business broker's professional association, IBBA advances the professional development of its member brokers, educates potential clients about the value of broker services, and promotes the highest possible standards of ethical conduct. IBBA sponsors national education programs and conferences twice each year, and cooperates with state and local business communities around the country. IBBA awards the prestigious designation "Certified Business Intermediary (CBI)" to members who demonstrate professional excellence through their broker experience and education, and pass a comprehensive examination.

Additional information is available from Anne S. Pagano by calling 919.881.9997. She is available to the news media on a continuing basis as a source of information and comments about developments affecting the efficient, economical and profitable transfer of business ownership and on economic trends affecting the business community.

About Entrust Associates: Entrust Associates ([entrustassociates.com](http://entrustassociates.com)) are Raleigh, NC business brokers who specialize in representing business sellers in the Raleigh metro area and other parts of North Carolina by offering confidential assistance in valuing and strategically selling businesses. Entrust business brokers are professionals with advanced degrees in law, accounting and finance, along with entrepreneurial experience. Their backgrounds enable Entrust to provide unequalled service to the Raleigh business community.

About IBBA: Formed in 1983, the International Business Brokers Association is the largest international non-profit association operating exclusively for the benefit of people and firms engaged in the various aspects of a business brokerage and mergers and acquisitions. Today, the IBBA has more than 1,900 cooperative business brokers and intermediaries across Canada, Mexico, Asia, Europe, Australia, New Zealand and the United States. For more information, go to [www.ibba.org](http://www.ibba.org).

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