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## CREDENTIALS/BIO: Terri Ann Sokoloff, CBI, CRB, GRI



Terri Ann Sokoloff is the President of Specialty Bar & Restaurant Brokers. She brings enormous expertise to the clients of Specialty Group, offering more than 18 years of experience in the industry. She is a licensed real estate broker, a certified real estate brokerage manager (CRB) and a certified business intermediary (CBI). In addition to being active in professional organizations such as Commercial Real Estate Women, Pittsburgh Purveyors Association, Hospitality Alliance, Advisory Committee of PA Culinary, Terri has also authored numerous magazine, newspaper, and pricing guide articles and has appeared as an expert on a variety of regional and national media broadcasts. She has been featured as a speaker in "Selling Night Club & Bars" Nightclub & Bar National Convention, PA Restaurant Association "Confessions of a Restaurant Broker".

### License & Degrees

- **2003** - Graduate, CORO Center For Civic Leadership, Women's Executive Series Program
- **2002** - Prestigious Certified Business Intermediary (CBI) Designation
- **1994** - Certified Real Estate Business (CRB) Designation
- **1992** - Pennsylvania Brokers License
- **1990** - Graduate Realtors Institute (GRI) Designation
- **1989** - Real Estate License
- **1986** - Bachelor's Degree, University of Pittsburgh

### Honors & Award

- **2010** - Crew Creative Deal of the Year Award
- **2006** - Named in 'Best 50 Women in Business in PA'
- **2006** - Crew Creative Deal of the Year Award
- **2005** - Finalist PA Restaurant Association affiliate Member of the Year
- **2005** - Fast Trackers Award, Pittsburgh Business Times
- **2004** - Featured in National Magazine, *Real Estate Business*, for developing niche market
- **2003** - Top 40 Under 40, *Pittsburgh Magazine & Pittsburgh Urban Magnet Project (Pump)*
- **2003** - Guest Lecturer for University of Pittsburgh Business Class
- **2000** - Award of Leadership, Oxford Publishing Inc.
- **2000** - Selected On-premise Innovator, *National/Nightclub and Bar Magazine*
- **1996** - Presidential Bridge Award, Realtors Association of Pittsburgh [honored for chairing fundraising golf outings in 1996 and 1995]
- **1994-1997** - Board member, Realtor Association of Metropolitan Pittsburgh [youngest person elected to this position]
- **1992** - Recipient of the GIFT pin award by Realtor Association of Metropolitan Pittsburgh in honor of her involvement and commitment to her community and profession



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## **Certified Business Intermediary**

Certified Business Intermediary, or CBI, is the designation awarded by the International Business Brokers Association (IBBA) to members who have satisfied the educational requirements and conform to the ethical standards of the IBBA.

### **Why should you use a CBI?**

Buying or selling a business is one of the most crucial financial transactions of your life. As a business owner, you probably have or will have a good portion of your assets in your business or professional practice. When the time comes to buy or sell a business, you need the best representation possible. In what can be a confusing, and sometimes difficult, process, it pays to leave as little to chance as possible. With the help of a professional, you can navigate unknown territory with ease. A CBI can help you optimize your transaction by identifying better prospects, clarifying investment potential, and helping you select the professionals (lawyers and accountants) who can provide the necessary counsel to assure a successful transition of ownership.

A CBI is an experienced, proven professional whose claim of competence is supported and documented. A CBI has the proven skills necessary to handle the marketing, negotiations and complex details involved in the purchase or sale of your business.

### **How can a CBI help?**

Every CBI has undergone a specialized course of detailed training, aimed at making the process of buying or selling a business as smooth and worry-free as possible.

### **A CBI brings special qualifications to your needs:**

A CBI has these distinctive credentials:

A higher level of education and training.

Professional affiliation with hundreds of other intermediaries on the local and national levels.

The most current industry information with respect to taxes, investment, legislation and other areas of critical importance.

Local market knowledge - special expertise unique to your area.

Successful completion of the courses leading to the Certified Business Intermediary designation - one of the most successful intermediary educational programs in the country. Every CBI is a professional equipped with special expertise as a result of advanced study in listing, selling, investment, taxes, valuation and more.

A history of demonstrated sales performance through the documented execution of business sales transactions.