





Ned Sokoloff  
CEO, Founder

Ned Sokoloff, our President and CEO, had a vision over 25 years ago that Pennsylvania needed a 'one-stop-shop' exclusive to the Bar & Restaurant industry that would offer business services for both experienced operators as well as first-timers. That vision came to fruition in 1986 when Ned formed Specialty Group. Since then we have assisted thousands of clients with buying and selling Bars and Restaurants, liquor licensing and business financing. Let our decades of experience and wide range of services help to make your dreams a reality. Call or email us to schedule your no-cost consultation today!

**Ned Sokoloff, Founder and CEO**

- Successfully transferred over 3,500 liquor licenses in Pennsylvania during his 40 year commitment to our industry
- 2007 Pennsylvania Restaurant Association's Associate Member of the Year
- Author of "Behind the Bar," a column published monthly in 'The Observer'
- Guest speaker for a wide variety of local and regional Bar & Restaurant industry events
- The Pennsylvania Restaurant Association's Alcohol Services Committee
- The Pennsylvania Restaurant Association's Board of Directors
- Pennsylvania Culinary Institute's Advisory Committee



Free Consultation Call us: (412) 369-1555 Visit us on:  

**SPECIALTY GROUP**

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**We put PEOPLE  
behind Bars  
and into  
Restaurants**



**SPECIALTY GROUP**

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# Buying or Selling?

*"Our mission is to Put and Keep as many people in the Pennsylvania Bar & Restaurant Industry as possible..."*

## Bars & Restaurants

Specialty's fully licensed commercial real estate / business broker and sales associates will assess your particular needs and guide you through the entire process. We have a proven track record with hundreds of transactions completed successfully.

### **IF YOU'RE BUYING- WE'VE GOT INVENTORY**

- Site selection and analysis
- Restaurant 101 consultation
- Sale & Lease negotiation
- Facilitate buyers due diligence
- Coordinate liquor license transfers and acquisitions
- In-house financing available

### **IF YOU'RE SELLING- WE'VE GOT BUYERS**

- 20 years of exclusive Bar & Restaurant experience
- Maintain confidentiality
- Pricing guidance
- Screening & qualification of buyers
- Large buyer database
- Confidential national & local marketing
- Customized business summary package

### **Terri Sokoloff, Broker, CBI, CRB, GRI**

- CREW Creative Deal award 2006 & 2010
- Named 'Realtor to the Bars'
- Named 2006 'Best 50 Women in Business In PA'
- Presented seminar 'How to Buy A Restaurant'
- Featured in Real Estate Business Magazine
- Awarded 'Top 40 Under 40 in Business 2004'



## Liquor Licenses

### **LOOKING TO BUY OR SELL A LIQUOR LICENSE?**

- Specialty is the largest liquor license broker in Western Pennsylvania
- We will help you find the perfect fit; no liens, no encumbrances and ready for transfer
- Specialty Lenders can provide you with a portion of the cash for your license purchase

### **NEED TO TRANSFER A LICENSE?**

- Specialty has transferred thousands of licenses over the last 25 years and can do it quicker than anyone else
- Our flat inclusive rates save you time and money
- We are experts in the Inter-Municipal process
- We work fast - your application will be processed and overnighted to the PLCB within 24-48 hours of our meeting

### **IF YOU'RE NEW TO THE BUSINESS**

We will take you by the hand and lead you through the entire process. We'll point out the pitfalls and stumbling blocks to cover all the bases for you so nothing falls through the cracks.

### **IF YOU'RE AN ESTABLISHED OPERATOR**

We're behind the scenes handling your transfer quickly and efficiently. We want you to be able to focus on the daily operations of your business.

## Lending

Most banks view Bars and Restaurants as high-risk ventures. They are reluctant to lend to our industry, but we are not. Specialty Lenders looks for reasons to say YES to your requests.

What could your business do with an extra \$10,000, \$20,000, or \$30,000? Would you consolidate bills, remodel, expand, pay taxes, or maybe payoff a credit line to free up your cash flow; just imagine!

### **FLEXIBLE TERMS**

Let's face it, you need flexibility to manage your money properly in our industry. We lend at competitive rates with payment schedules that are 'flexible' and designed to fit within your budget.

### **QUICK TURN-AROUND TIMES**

Typically 7-10 working days is our turn-around time for your closing once you're approved. We've streamlined the application process by cutting out all the 'red tape' and waiting time.

### **NO PREPAYMENT PENALTIES**

You can pay off your business loan with us at anytime with no hassle. As long as your loan is in good standing, we rebate all the unearned interest to you.

(412) 369-1555

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