

Acquisition Experts Earns Top State and National Honors for Leadership in Florida Business Brokerage Market

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Acquisition Experts, a Stuart-based Florida business brokerage firm, announced that multiple brokers within the firm have received prestigious 2025 industry awards, underscoring the firm's continued leadership in business sales and acquisitions throughout Florida.

Bill West was awarded the 2025 Platinum Chairman's Circle Award from the International Business Brokers Association (IBBA). This national honor is presented to individual brokers who closed business deals totaling \$10 million or more during the 2025 calendar year.

Achieving this threshold places recipients among a select group of brokers nationwide who meet the IBBA's annual high-volume transaction criteria. The award is based on verified closed transaction volume reported to the association, underscoring measurable production rather than nomination-based selection.

"Earning the Platinum Chairman's Circle Award reflects the trust our clients place in us during one of the most important financial decisions of their lives," said Bill West. "Every transaction represents years of hard work by a business owner, and our responsibility is to guide them through a confidential, successful transition."

Ken Elkin received the 2025 "DealMaker" Award from the Business Brokers of Florida (BBF), placing him among the Top 50 business brokers statewide for total sales volume. It places Elkin in the top 4% of more than 1,000 active business brokers in Florida. Notably, Elkin has been recognized as a Top 50 broker five out of the past seven years, demonstrating sustained excellence in Florida's competitive brokerage market.

The award highlights brokers who consistently close complex transactions while maintaining high professional standards within Florida's regulated brokerage environment. The BBF rankings are determined by total dollar volume of completed transactions, reflecting consistent deal execution across varying market

conditions.

“Consistency matters in this industry,” said Ken Elkin. “Our clients rely on experience, market insight, and disciplined execution. Being recognized among Florida’s top brokers over multiple years reflects the strength of our team and our commitment to delivering results.”

Further reinforcing the firm’s performance, Dale Armor and Bill West were both named 2025 Million Dollar Producers by the Business Brokers of Florida, an award presented to BBF members who closed more than \$1 million in total transactions during the year.

These recognitions reflect the firm’s ability to manage transactions ranging from small owner-operated businesses to multi-million-dollar enterprises. Acquisition Experts supports clients through valuation analysis, confidential marketing, buyer screening, negotiation structuring, and due diligence coordination to help protect deal integrity from listing through closing.

Last year, Acquisition Experts celebrated its 20th anniversary, marking two decades of helping Florida entrepreneurs successfully exit, acquire, and grow businesses. Over the years, the firm has facilitated hundreds of transactions statewide, supporting both first-time sellers and experienced operators as they navigate strategic transitions.

Awards from the International Business Brokers Association and Business Brokers of Florida highlight their continued impact at both the state and national levels.

About Acquisition Experts

Acquisition Experts LLC is a Stuart, Florida-based business brokerage firm specializing in the confidential sale and valuation of Florida-based businesses. Founded more than 20 years ago, the firm is a trusted M&A intermediary serving business owners across industries, including service businesses, manufacturing, distribution, and professional practices. With a team of award-winning brokers and a proven track record, Acquisition Experts provides strategic guidance designed to help clients navigate the complex process of buying or selling a business.

For more information, visit <https://www.acquisitionexperts.net/>

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Acquisition Experts

Buying or selling a business is one of the most important financial decisions a business owner will make. At Acquisition Experts, we guide you through the entire process with a strategic, hands-on approach.

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