

FOR RESTAURANT BROKERS & BUSINESS INTERMEDIARIES

Sell your listings faster, for more.

Every buyer's biggest fear is inheriting a chaotic kitchen. PlatePrep organizes recipes, prep, orders, and inventory into one platform — before you list — so buyers walk in confident and offers come in higher.

\$250 signing per referral

20% recurring commission

Life of the account

THE BUYER OBJECTION YOU KNOW TOO WELL

"I don't want to inherit their mess."

Every experienced buyer walks the back-of-house with the same questions. When the seller can't answer them, offers get discounted — or disappear.

THE DEAL-KILLER

- ✗ Recipes live in the chef's head — not written down
- ✗ No documented prep list — every shift is chaos
- ✗ Order guides are handwritten notes taped to the walk-in
- ✗ Inventory is a guess — food cost swings 8-12% weekly
- ✗ "How do I know what I'm actually buying?"

PLATEPREP FIXES IT

- ✓ Every recipe in Recipe IP — live PlateCost per plate
- ✓ Prep Management auto-generates daily lists from recipes
- ✓ Order guides — seamless direct-to-vendor send
- ✓ Task Communication history documents the kitchen's rhythm
- ✓ Buyer inherits a running platform — not a black box

WHY BROKERS PARTNER WITH US

Three ways PlatePrep moves your listings.

Higher

Higher sale price

Documented systems + transferable IP command premium valuations. Buyers pay more for less risk.

Faster

Faster time to close

DD anxiety kills restaurant deals. With every kitchen system documented, DD moves from weeks to days.

Fewer

Fewer deal-killers

PlatePrep hands the buyer a running system on day one. No renegotiation, no last-minute retrades.

THE BUYER WALKTHROUGH

What a PlatePrep-organized restaurant hands the buyer.

Instead of a chef's notebook and a Word doc, the buyer inherits a live, running platform on day one of ownership.

Recipe IP + Chef AI	50 recipes stored + 10 AI-generated new per month. Chef's IP portable and exportable.
PlateCost	Live cost per plate. Invoice-driven — supplier price changes flow through automatically.
Order Guide + Seamless Order Processing	Every vendor mapped. Buyer inherits the supply chain, not just the phone numbers.
Prep Management + Task Communication	Daily prep + team messaging history. The rhythm of the kitchen, documented and transferable.
Training Videos	5 new videos a week. Buyer inherits a system for standardizing prep and onboarding line cooks.

BROKER REFERRAL PARTNERSHIP

You bring the listing. We do the work. You get paid.

What one referred listing pays you	
Assumes referred restaurant on Core plan at \$299/mo, staying 24 months.	
Signing bonus (paid on first invoice)	\$250
Recurring commission (20% × \$299 × 24 mo)	\$1,435
Total per referred listing	\$1,685

The bigger win is the deal itself. A listing that closes faster and higher pays your standard broker commission on top — plus the PlatePrep annuity for years after. If the restaurant sells, the account transfers to the buyer and your 20% keeps coming.

HOW THE PARTNERSHIP WORKS

Four steps.

1	You identify a sell-side listing Chef-owned, family-run, or independent mid-market restaurants — our sweet spot.
2	You introduce us to your client Short intro text or email. We handle pitch, demo, onboarding.
3	Their kitchen is organized before market Menu Analyzer loads Recipe IP; PlateCost + Prep Management + Order Guide wire on top. 30 days.
4	You close the deal — and get paid twice Your broker commission + \$250 from PlatePrep + 20% recurring every month the new owner stays.

Ready to partner? 20-minute Zoom with Buddy. 1099 drafted in 48 hours if the fit is right.
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