

Preparing Your Business to Sell

- It is never too early to plan for selling
- When evaluation is greater than desired sale price
- List business now
- When evaluation is too low to sell
- Identify and assess problem areas
- Determine corrective action(s)
- Consider cleanup and physical improvements
- Confidentially discuss potential sale with:
 - Family
 - CPA
 - Attorney
- Evaluate effect of sale on employees

Listing Your Business

Things to Consider:

- a) Length of listing commitment
- b) Time required to reach closing
- c) Identify potential buyers
- d) Rehearse your reason for selling
- e) Rehearse your tour presentation
- f) Keep fine tuning operation
- g) Keep pushing sales and profits
- h) Keep financials current for buyer review