

Buying a Business



ONE-ON-ONE MEETINGS

Identify 'homework' already undertaken relative to buying a business and investigate areas where EnVision Partners can assist in your decision making or operational processes.

PACKAGE YOUR BUSINESS START UP NEEDS

EnVision Partners can mentor you through the purchasing and initial business start up phase. Our consultancy can be packaged and tailored to your needs.

- ✓ Identify the potential and the risk of operating a business
- ✓ Understand business financial records
- ✓ Know the true value of a business
- ✓ Assistance with vendor negotiations
- ✓ Education on successful management and operational systems

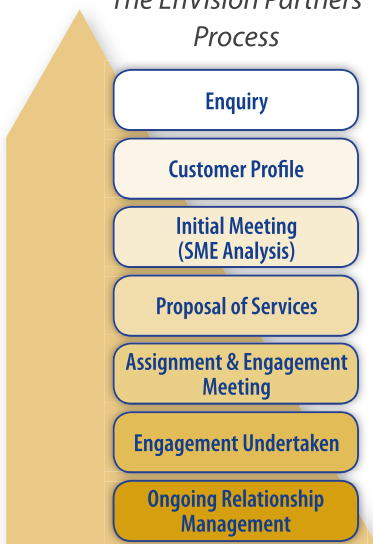
Thinking of buying a business? Many businesses are available for sale. In fact, some experts are predicting that, over the next ten years in Australia, businesses worth approximately \$1.6B will be offered for sale. Therefore, it's a buyer's market and you'll have plenty of opportunities.

Without a proper foundation most businesses will fail within the first 10 years of operation. These are the types of questions that you need to be asking yourself when buying or commencing a business:

- Am I ready to operate a business?
- How much should I, or can I pay for the business?
- What is the business really worth?
- Can the business run without the current owner?
- Will all the good staff remain with the business?
- Are all of the assets required for the business?
- Do any assets need replacing?
- Do the assets meet safety requirements?
- What are the unique differentiators of this business?
- Has the vendor been able to identify a unique competitive advantage?
- Why would someone buy this business?

EnVision Partners can assist you with all the due diligence aspects of business start up.

The EnVision Partners Process



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