

Preparing Your Business for Sale



- ✓ Know what your business is worth
- ✓ Implement a strategy to maximise value
- ✓ Obtain the real value of your business

KNOW YOUR BUSINESS 'STATE OF PLAY'

One-on-one meetings to identify what the business is currently worth.

IMPLEMENT STRATEGIES TO BRIDGE THE 'VALUATION GAP'

Review of business operations and procedures to ensure that your business is vendor ready.

PREPARATION OF A 'SELLING MEMORANDUM'

Documented summary of the information a buyer might require in the due diligence process.

PACKAGED PROPOSAL AND TIMETABLE

Clearly documented proposal of the work that will be implemented on your behalf with a controlled timetable assigning responsibilities for the various aspects of selling your business.

Selling a business is not easy.

There are thousands of businesses for sale and, over the next decade, there is going to be thousands more. To be able to achieve anywhere near what the owners believe the business is worth depends on how well the business is prepared for sale.

EnVision Partners will work with you to highlight the issues confronting business owners when selling a business and assist you to achieve a valuation aligned with your expectations.

When preparing your business for sale, these are some of the questions you should ask yourself:

- What do you believe your business is worth?
- What areas of your business reduces its value?
- Have you developed an action plan?
- Have you considered all the potential issues for the vendor considering your business?

EnVision Partners can play a key role in assisting you to maximise the value of the business in the sales process. Talk to one of our consultants today.