

**Thinking about selling your business?  
Here are a few questions to think about.**

*Do I need to sell now or can I be paid over a longer period of time such as 10 years?*

*Do I have strong feelings about the present workforce? For example, would I sell the business knowing that it would be moved to another state?*

*Would I sell the business knowing the new owner would replace all of the existing employees?*

*At what point do I publicly announced a plan to sell the business?*

*At what point do I tell the existing employees and what do I tell them?*

*Do I own the building? Is it owned by the business or is it in a separate entity such as owned personally?*

*Would I want to sell the building as part of the business or would I prefer to handle that separately?*

*Do I have a family member or relative that is interested in the business? Are they capable of running a business? Do they have the leadership and management skills?*

*Do I have a exit plan and a transition plan?*

*Do I know what the business is worth? How do I determine a fair value? How can I maximize the return on my investment?*

*Should I try to sell the business myself, use a business broker, or a business advisor?*

**NOT SURE???**

There is no "one size fits all" solution.

We can provide you with information so you can make the best decision.

We will meet with you and explain:

The five biggest mistakes owners make when selling their businesses.

Four different options for selling your business.

An analysis and recommendation for the best approach for your unique situation.

Resources to help you.

One of our accredited Associates will meet with you at your business for \$195.

You will receive a presentation concerning:

*\*All of your possible options*

*\*Our recommendation concerning your best option*

*\*Names of professionals who can help you achieve your goals*

You are under no obligation to use our organization or recommended resources.

We are here to provide information, you will make your own decision.