

Grooming Your Business For Sale



Having spent years and given great commitment growing your business, you now owe it to yourself to achieve the best possible price on your business sale.

A good 'grooming' programme will make your business appear most attractive to potential purchasers and may ultimately make the difference between achieving a satisfactory price or maybe no sale at all; it's up to you.

Even if you are unsure about selling your business, our clients have found that a good 'grooming' programme improves the operation of the business. A good 'grooming' programme also makes your business "ready for sale" if and when someone comes through the door and wants to buy it.

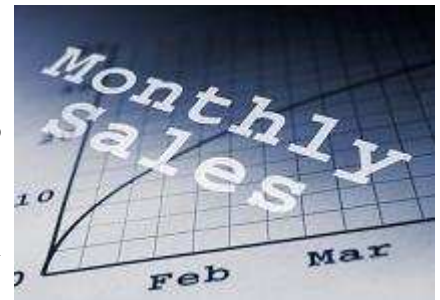
The issues

A lot of entrepreneurs think they have the perfect retirement plan, taking great comfort from good profits and property values. As a result many harbour unrealistic ideas about price and the time it takes to sell. Realistically however they have not done the work necessary to get the company ready for a buyer. Unfortunately in today's climate, with increasing competition and the general slowdown, buyers are becoming more demanding.

When offering a business for sale, you have to consider why companies buy, what buyers are looking for and, in that context, what are the value drivers in your business.

The process—what FBA will do

- We will review your business from a buyer's perspective
- We will identify the strengths & weaknesses of the business
- We will give a realistic expectation of sale price at this stage
- We will identify the value drivers of the business & help you develop a plan to address the key issues
- Over time, we will help grow the value of the business
- We will deal in advance with those Due Diligence issues which often delay the process, lead to a reduction in the price, or worse still, see a keen buyer to walk away
- We can also act as business brokers for the sale of the business



Remember, you still have a business to run while the 'grooming' is taking place. Ensure you 'groom' far in advance so it does not become obvious to anyone the business will be for sale. Finally and importantly, 'grooming' is just good business practice!



Can we help you?

Our objective is to help you realise your ambitions and our approach is totally practical, based on years of experience. Why not have a totally confidential and obligation free exploratory discussion with one of our partners?

E: enquiries@focusbusinessadvisers.com

Action and Advice that make the Difference to You and Your Business