

A formula for finding the right buyer

CORPORATE FINANCE – SELLING YOUR BUSINESS

2022

Selling a business is not like selling a house.

You cannot put a 'for sale' board outside, feature it on a property website and wait for a buyer. It is a tailored and involved process that will reap rewards if carried out proficiently.

Below is an outline of our proven formula for success.

1. Get expert help

Our Corporate Finance team have extensive market knowledge, expertise in finding buyers and the negotiation skills to get you the best price, and will help you every step of the way.

2. Obtain an independent valuation

This will give you a good idea of what price you are likely to achieve.

3. Create a sales document

We will help you to produce a detailed Information Memorandum to highlight your company's strengths and entice prospective buyers.

4. Be proactive

Ensure customer contracts are up to date and enforceable. Strengthen all contracts and confirm new revenue streams.

A one-page, teaser document will be sent to chosen targets to whet their appetite, along with a non-disclosure agreement for signature so you can share confidential company information.

Once you have a flurry of interested candidates, it is time for us to negotiate and get you the best deal.

Please get in touch with a member of our Corporate Finance team for bespoke advice regarding the sale of your business.



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