



MANAGEMENT AND LETTING BUSINESSES

THE SALES PROCESS



THINKING OF SELLING YOUR MANAGEMENT RIGHTS

Readying your business for sale does not start by listing it with the broker. If you think about your entry into the industry you will recall that the scrutiny of the business was for all transactions 12 months prior to the contract signing. This is standard throughout the industry and so by this measure, preparing your business for the sale process begins well before listing the business for sale.

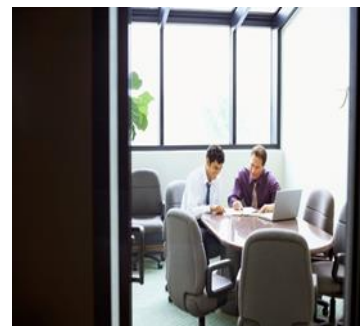
'House-keeping' on matters that are expected to be raised by the purchaser should be addressed as part of preparing the business for sale. Discovery of adverse findings during the contract stage of selling may be costly as the balance of power may shift away from you to the purchaser.

Key to the successful sale of your business, is a smooth due diligence. Buyers are cautious and will make reasonable enquiries into the soundness of their investment. Prompt and complete responses to the buyer's enquiry is reassuring. It is vital that you speak with your business advisors, Broker, Solicitor and Accountant, so that you are prepared.

Selling your business is a skill and is an extension of what you have been doing to date, albeit that this sale is a very important one.

Our fees to produce a comprehensive 'Profit & Loss for Sale' will range and will be quoted upfront, with the size of the complex considered. Profit & Loss for Sale reports commence from \$1,800 plus GST.

McAdam Siemon is a specialist in preparing Management Rights for sale. The true value of a professionally constructed report, that drives the selling price of your business, is the assistance that it provides potential buyers during the sale process, to feel confident and reassured. A reassurance that takes the sale process forward from that of a contract, to a successful settlement, ultimately unlocking a rightful return for your years of investment.



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