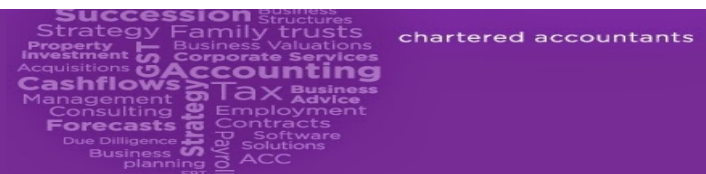


Preparing Your Business For Sale

Transitioning in a manager

Session 4 of 6



Background

- Babyboomers looking to sell
- Only 20% of businesses actually sell
- Being prepared – at any time for a sale
- Due to the GFC many people have delayed selling
- It is expected that over next ten to twenty years there will be a glut of businesses for sale.
- See article titles “Why Baby Boomers business owners may retire with nothing”.



Previous Seminars in series

All available on video on our website

- Seminar 1 – re-engineering your business with Tom Wilson.
- Seminar 2 – Experiencing the sale from a sellers perspective with Doug Hitchcock and Hugh Chapman.
- Seminar 3 – What are buyers looking for from a buyers perspective with Paul Ayers and Myles Cooper

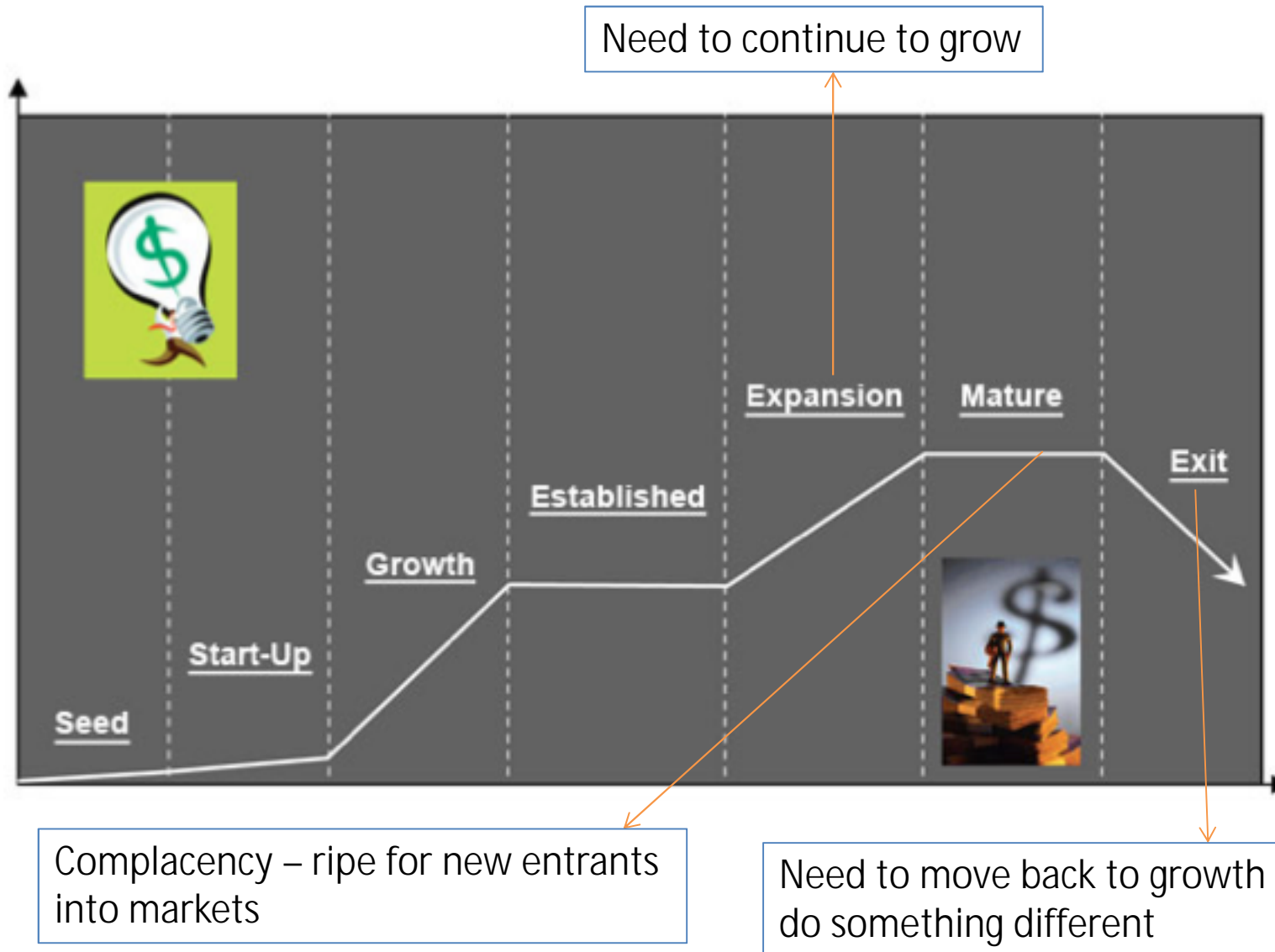


Redundant owner

- “ZOMBIE OWNER” – Paul Ayers.
- Not selling when the business is at it’s best.
- Letting the business run down as they have lost enthusiasm.
- Receiving a lower sale price than if they had sold at the right time.
- No longer wanting to spend all their time at work.
- Difficult to keep up to date with new technology, processes and/or statutory requirements.
- Feeling like they have just had enough.



7 stages of the Business Life Cycle



What do buyers want

Financial

- Strong Cashflow
- Profitability
- R.O.I.
- Growth
- Realistic Pricing

Strategic

- Synergies
- Products or Brands
- Customers or Databases
- Distribution Channel



What next



- Have a plan
“failing to plan means planning to fail”
- Utilise other resources – talk to advisors, valuers, others who can help
- Do the basics, shareholder agreements, insurance policies, etc. – it’s all about making sure things are in place.
- Talk to us, we are experienced business advisors who have a background of assisting businesses to get sale ready. We are happy to come and chat about what you need to do in your business to ensure you get maximum value.