

## **Maximise the Value of Your Business**

In my experience, most business owners don't start thinking about what their business is worth until they start thinking about getting out. Yet, a recent survey identified that 45 percent of Australian owners of privately held businesses are thinking of selling in the next ten years.

These figures are consistent with the Baby Boomer population bubble that is affecting many markets in Australia as the baby boomer generation approaches and enters the retirement years.

This population bubble means that the number of businesses coming onto the market will certainly rise in the next few years; therefore we could have an oversupply on the market.

Are you positioned to extract maximum value from your business and achieve maximum sale price? Whether you have been in business for a while, or just starting out, it's time to start planning to put your business on autopilot.

Your business is a much more saleable prospect if it runs successfully by itself. It has much more value to an investor if they can walk straight in knowing that there does not have to be a transitional time of weaning the business away from the exiting owner.

You need to make the transfer easy and set up your business to be attractive to a potential buyer. There will be many businesses that will end up being unsalable as they are totally dependent on the current owner.

In the years ahead only the best businesses will sell. Why not maximise yours? Get organised and hit the autopilot button now!