

Tips for Preparing Your Business for Sale

Most business owners do not consider issues that may be important to buyers when they are selling a business. Often the most obvious issues will prevent buyer interest or cause buyers to terminate a contract. This generally will affect the sale price and also the time required to achieve a sale

Buyer's advisors are paid to find faults when carrying out a due diligence on a business. This may relate to the lease on the premises, the financial records, staffing and HR requirements, licensing and permits, equipment and stock levels, the way that the business presents and the marketing in place, ongoing customer loyalty and so on.

Learn the tips to ensure that your business achieves the best possible price and a quick sale in today's market. Rod Russell is the Principal of Savvy Business Sales, Mooloolaba. Rod has been here in this industry for 16 years and is a specialist in business sales on the Sunshine Coast and beyond.