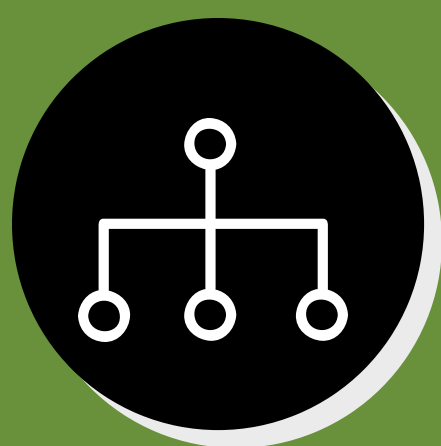


ENHANCE YOUR VALUE

Your personal timeline to exit your business often doesn't correspond perfectly with ideal macroeconomic conditions, favorable M&A industry dynamics and your company's performance peak. Having your business ready for a sale will help you maximize value at time of exit, regardless of external factors beyond your control.

ASSEMBLE A TOP-NOTCH MANAGEMENT TEAM

Buyers are interested in acquiring your talented human resources. Once assembled, begin transferring your key company knowledge, including critical business operations and key relationships.



CLEAN UP ALL FINANCIAL RECORDS

Transparent financial and accounting records support a higher valuation. Managing your balance sheet will keep more money in your hands. Also think about your legal entity. S-Corps and LLCs are best for selling.

CREATE A GROWTH PLAN

Expected future performance influences your valuation. Create an attainable plan by identifying areas of growth and the resources necessary to achieve the goals. Growth includes geographic expansion, new products or client acquisition.



INTEGRATE INFORMATION SYSTEMS

The ability to efficiently produce current and historical data on your customers, suppliers, employees and costs adds credibility to your business and supports the momentum necessary to close the transaction.

BUILD AN ATTRACTIVE CUSTOMER LIST

Buyers are wary when your top 2 or 3 customers make up a large percentage of total sales. Reducing your dependence on any one customer minimizes risk and adds value. Diversifying across many industries does the same.



Ready to build your exit team?

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