

Selling a business FAQS

Can my business be sold?

We firmly believe any business can be sold. Clearly there are some factors which will directly influence its attractiveness and ultimately its sale price, including its historical trading performance, strength of management and its forecast outlook. We can talk you through the strengths and weaknesses of your business, and if needed help address any areas for improvement before taking it to market.

How much is my business worth?

Typically, an SME business would be valued on a multiple of its adjusted profits, and a range of between 3 and 6 is not uncommon. However, we have sold businesses outside this range and the true value is always determined by a number of factors, not least how much someone is willing to pay. To achieve the highest possible sale price, our focus is on attracting the most likely buyers for your business and demonstrating its true worth under their ownership.

What can I do to get a higher price for my business?

Getting your business ready for sale can improve pricing and reduce the time to complete the sale process. We can help you prepare your business by looking at it through a buyer's eyes. The sooner you start the better, as most of the steps you will take are sound business practice. In our experience the cost of this grooming service is far outweighed by extra profits in the run up to the sale and a higher sales value

I'm worried about confidentiality, how will you protect me?

We are well accustomed to dealing with sensitive client matters. We can meet at venues and times to suit you, and we always ensure our correspondence with you is discrete and, where needed, password protected. In terms of the sale process, you will have complete control over the potential buyers we approach, and your business identity will not be released to any third party without a signed non-disclosure agreement in place and your final approval.

Will you work on a success fee basis?

Our fees can be structured according to your preference. Some clients opt to move forward on a success fee basis, whereby we receive stage payments during the sale process as a contribution towards our costs, with a success fee at completion of the deal. Other clients prefer to pay us on an hourly rate basis, which is payable regardless of the final outcome, but works out cheaper than the success fee basis. Once we understand your business and your needs, we can give you a formal quote based on both options.

How long will it take to sell my business?

It generally takes around four to six months to attract a buyer and complete the sale process.



Why should I use MHA Larking Gowen Corporate Finance?

Not only are we specialists in selling businesses, with a dedicated team and access to regional, national and international networks of buyers, we also have considerable tax expertise. This means we can get you the best possible price for your business whilst minimising your tax bill and maximising your net proceeds.

I will need a legal advisor, can you refer me to someone suitable?

As experienced advisors, we have close working relations with many legal firms throughout the region and we would be happy to introduce you to an appropriate lawyer. For the avoidance of doubt, we do not financially benefit from any such recommendations.

What about an independent financial advisor?

Having sold a business, it is always important to invest the proceeds wisely. If you need advice from an independent financial advisor, we can help with an introduction. For the avoidance of doubt, we do not financially benefit from any such introductions.