

# Four steps to selling your business



Whether you're looking to sell your business in the short, middle or long term, there are always opportunities to improve the attractiveness and value of a business.

As highly experienced sale advisors who are also Chartered Accountants and accredited business advisors, we're perfectly placed to make sure you get full reward for your business.

We develop a deep understanding of your business to make sure the sales documentation presents it in the best possible light.

But having the best sales documentation isn't enough; it must be seen by the most credible buyers in order to generate the best possible price. Using our regional, national and international networks, we'll ensure a reassuringly comprehensive market coverage for your business.

We know confidentiality is key. We approach buyers without disclosing your name and make sure confidentiality agreements are always in place.

We'll manage the marketing process, keeping you fully informed throughout and negotiating on your behalf to get the very best deal. We'll present you with the final offers received and help select your preferred purchaser. This will be summarised in a "Heads of Terms" document which gives everyone clarity over the terms of the proposed deal.

The completion of a deal can be an intense and complex period. Using our many years of deal experience, we'll be by your side to take the strain and ensure the deal you agreed in principle is the deal you legally sign up to.

And of course, we'll be there to celebrate with you on the day your deal completes!