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Ten Questions To Ask Yourself Before You Sell Your Business

Your Financial Guide | January 2024

1. Do I want to transfer any business ownership out of my name before I sell?
2. How much of the sale do I want to give to charity, if any?
3. How do I plan to replace my income?
4. Who do I want to sell my business too?
5. Do I plan to get back into this business or a similar one in the future?
6. Do I plan to sell the real estate of my business as well or retain it?
7. What employees of mine are key to a successful transition?
8. What kind of deal structure am I comfortable with? Am I okay retaining a seller's note, or will I require all the proceeds up-front?
9. Have I ensured my businesses financial statements don't have any personal expenses combined with business expenses?
10. What involvement post-closing am I comfortable retaining?

Bonus:

Am I sure I'm emotionally ready to sell my business?

Answering these questions in advance can save you untold sums in attorney's fees and wasted time spent considering options that aren't right for your business.

Allow us to be your financial partner, and work with your team of trusted advisors to chart what life through and after your business sale can look like.

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