
TRANSACTION SERVICES

SELLER CONSIDERATIONS

Running Your Business, While Selling Your Business

If you are considering selling your business in the next three to five years, you may encounter some challenges due to the current market—and we believe this may be the status quo for a number of years—as it is currently a “buyers” market. Knowledge is power when it comes to selling, or buying a business. We can help you better understand the ins and outs of selling your business, including how to:

- Keep a strategic focus during the process
- Understand market values and pricing
- Create and maintain a common vision and objectives with your key people
- Identify culture issues and challenges of integration
- Allocate the needed time for the process
- Understand all your options
- Stay focused on your day-to-day operations and continue hitting your numbers

An Emotional Roller Coaster

Preparing a business for sale can sometimes take years and even the actual marketing and sale of a business can take six months or more. This time can be an emotional roller coaster for business owners, increasing your workload and causing added stress. It’s critical to continue being smart about running your business to maintain and increase the company’s value.

We are here to help you through the process, from start to finish. We will first help you understand the process required to sell your business in order to maximize your return. We will then help you evaluate your situation and consider the best timing to exit your business, estimate how much you might expect to get for your business and create a plan to realize or increase the business’ value until the actual sale takes place.

Next Steps

Contact your Eide Bailly service provider, or a member of our transactions services team, to discuss how our Firm can help you consider future business opportunities. Even if a potential exit is years away, we will help you maintain focus on key business issues, develop a planning process for the future transaction and coordinate services with our wealth management team.

You may be dealing with a challenging and highly competitive market when you buy or sell a business. By utilizing a team approach, we can help you realize the most in your return on investment.

FOR MORE INFORMATION

Chad Flanagan, CPA/ABV
Director of Transaction Services
800.497.4303
cflanagan@eidebailly.com
