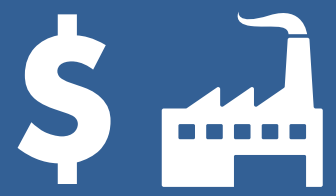
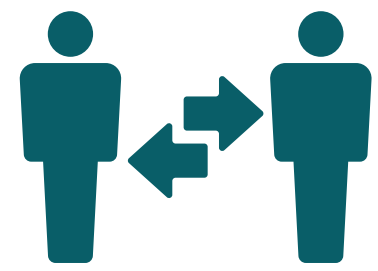


1 You, the seller, are considering selling the company or a segment of the company in the next 6 to 12 months.



2

Discuss with business advisors as to who should help in the process of selling the company.



3

Consider if a third-party accounting firm should pre-emptively perform due diligence (or quality of earnings). **Key benefits are:**



A Seeing how buyers are going to analyze earnings and key balance sheet areas



B Taking the time to clean up any past financial record issues



C Ensuring all add backs/adjustments (often times known as "hidden value") are accounted for and will most likely hold up during the buyer's due diligence



D Preparing for the hard questions before "the real thing"



E Preparing a significant amount of data in advance of buyer due diligence which alleviates the pressure from your staff during the due diligence process

4

Solicit offers from third-party service providers and engage based on product quality, process and price.



5

Identify who will answer the data requests from the service provider to ensure confidentiality.



6

Be involved throughout the process to better understand due diligence, deals, value points and the final deliverable.

