

---

## **Is Your Business Saleable and Are You Ready to Sell?**

### **Questions You Need to Ask Yourself**

1. What do you plan to do after you leave your business?
2. Do you need advice on what your business is worth?
3. Are you willing to negotiate the asking price with a prospective buyer?
4. If you can get your asking price or close to it, are you willing to take a Note from the buyer if he/she cannot finance the business through normal financial channels?
5. If you put on the buyer's hat, would you say your business is in good shape?
6. Could you give the buyer some ideas of how they could make the business grow even more?
7. Are your expenses too high for the amount of sales and profit produced?
8. Are there any liens on the business, large outstanding debts or tax problems?
9. If you leave the business, would a large part of the revenue and cash flow disappear?
10. Can you prove your sales and profit figures to a prospective buyer?
11. If a financial analysis is done for the last 3 years, would it show that sales and profits were going up or steady but not down?
12. Are you worried about industry changes that may impact your business?
13. Are you worried about new competition which could impact sales?
14. Could you benefit financially from consulting on how to improve your business before listing it for sale?
15. Do you need help answering the above questions?

***Sunbelt can assist sellers in preparing a business for sale before you sell to maximize profits and resale value.***