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Why? That's one
of the first
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buyer... 2.

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a significant

amount of time,
resource and

energy into
their venture.

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lengthy process

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long before
you've found
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buying.

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your business:
five things you
need to know
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decision.

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business broker,

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solicitor to
help you... 3.
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for sale. Make
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do to set up
depends on your

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type of
business, where
you work and
whether you take
people on to
help. Register
your business.
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register as a
sole trader,
limited ...

Set up a

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To Maximize
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7 Steps to Sell
Your Business

(in 2020) 1.

Determine what
your business is
worth. A

business is
generally worth
a multiple of
its profit.

Depending on the
size... 2.

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Prepare your
financials with
your accountant.
Because a
business is
valued on its
profit then good
financials
required. 3. Find
a broker ...

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Your Business

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For The Best
Price (2020)

In deciding
whether to sell
the whole
company or only
a portion of it,
you should first
examine the
overall value of
your business
and of each
division. Lower-
middle market

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To Sell Your
Businesses (\$1
million - \$50
million in
revenue) sell in
pieces to
extract the most
value possible.
You have two
main options in
selling a
portion of your
business:

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Can I sell a
portion of my
business? |
Morgan &

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Your Company

Retail is the
most popular
type of business
for sale,
followed by
food. Businesses
ForSale says
that
historically it

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anything between
6-9 months to
sell a business.

However, with
Covid-19, the
time taken to
sell a business
will inevitably
take longer and
sale prices
reduce.

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How to sell your
small business
without a broker
- Growth ...

Welcome to
Your Company
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Business. Our
highly astute
and experienced
team has handled
hundreds of
successful
disposals and
acquisitions

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over the last 30
years and with a
proven track
record of

advising owner-
managed

businesses on a
broad range of
transactions,
you are in the
right place to
sell your
business or
franchise.

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three years of
financial
records will
help you sell
your business
for a fair

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and clients. If
you have a
strong customer
base then you
will certainly
be in a better
position to sell
your business,
even if you have
high expenses,
as potential
buyers will see
opportunity to

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There are many
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might be

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considering
selling your
company. Some
reasons are

personal, such

as ill-health,
not having

enough time to
devote to your
business or

being ready to
retire. Other

reasons can be
connected to the

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Business itself
or the wider
economy. Perhaps
your firm is
struggling and
needs a new
owner to bring
fresh ideas and
energy, or maybe
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