





























The process of selling a business to a 3rd party: Overview

Steps	Process			Decision
Revision 	Interview with owner 	Assessment business 	Explain Selling Process 	Prepare a valuation
Valuation 	Data gathering 	Recasting financials 	Prepare Valuation / Price opinion 	Agree on representation
Preparing 	Prepare Sales Dossier / plan of offering 	Prepare media plans 	Organize Data Room 	Put the business on the market
Promoting 	Select media / List with buyers 	Place ads / distribute teasers 	Data base of interested parties 	Enough interest generated?
Interviewing 	Interviewing at offices / Financially solid? 	NDA / Explain process 	Introduction to seller 	Seriously interested parties found?
Negotiating 	Formalizing serious interest 	Exclusive period / LOI 	Financing possibilities / downpayment 	Accept Offer to purchase (LOI)?
Closing 	Due Diligence 	Transfers / Redaction of contracts 	Review all documents 	Sign the deal!

