

Major Steps in the Sale Process

- 1 Business owner decides to sell business
- 2 Determine the value of your business
- 3 Gather information into a marketing package
- 4 Marketing the business
- 5 Identify potential buyers
- 6 Arrange meetings with buyer and seller
- 7 Offer to Purchase / Letter of Intent – Moving Forward
- 8 Negotiating and deal structure
- 9 Due diligence
- 10 Closing