

THE STEPS TO SELL A BUSINESS

ROGERSON
BUSINESS
SERVICES

IBBA INTERNATIONAL
BUSINESS BROKERS
ASSOCIATION, INC.®



The steps to sell a business

PLANNING

1

PLAN FOR
SELLING

4

DETERMINE
VALUE AND
ASSETS TO
BE SOLD

2

GATHER
YOUR DATA

5

PREPARE
AN EXECUTIVE
SUMMARY

3

RECAST YOUR
FINANCIAL
STATEMENTS

6

PREPARE
CONFIDENTIAL
BUSINESS
REVIEW

KNOWLEDGE - INSIGHT - OPPORTUNITY

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THE STEPS TO SELL A BUSINESS SEARCH

ACTIVATE
BUYER
PLAN

DISTRIBUTE
EXECUTIVE
SUMMARY

QUALIFY
BUYER

BUYER SIGNS A
CONFIDENTIALITY
/ NON DISCLOSURE
AGREEMENT

DETERMINE
BUYER
INTEREST

PRESENT
CONFIDENTIAL
BUSINESS
REVIEW



DEAL MAKING



The steps to sell a business

KNOWLEDGE - INSIGHT - OPPORTUNITY

THE STEPS TO SELL A BUSINESS

CLOSING



OPEN DUE
DILIGENCE



APPLY FOR
FINANCING
IF NEEDED



OBTAIN LENDER
INSTRUCTIONS



O P E N
ESCROW

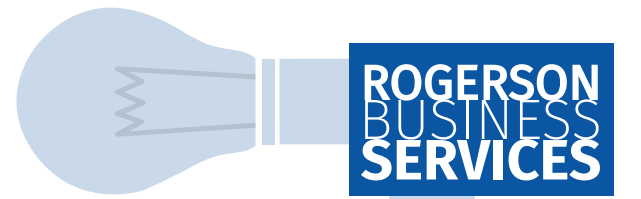


START BULK
SALE PROCESS



SIGN FINAL
DOCUMENTS

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CONGRATULATIONS

YOU'VE SOLD!

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For more info visit:
www.RogersonBusinessServices.com