

# The many steps to sell a business

Planning	Search	Deal Making	Closing
↓ Plan for selling	↓ Activate Buyer Search Plan	↓ Buyer visit and first meeting	↓ Open Due Diligence
↓ Gather your data	↓ Distribute Executive Summary	↓ Tour Business	↓ Apply for financing if needed
↓ Recast your financial statements	↓ Qualify Buyer	↓ Establish Buyer interest	↓ Obtain lender instructions
↓ Determine value and assets to be sold	↓ Buyer signs a Confidentiality/Non Disclosure Agreement	↓ Motivate Buyer to Act – Offer to Purchase	↓ Open escrow
↓ Prepare an Executive Summary	↓ Determine Buyer Interest	↓ Facilitate negotiations	↓ Start Bulk sale process
↓ Prepare Confidential Business Review	↓ Present Confidential Business Review	↓ LOI or Asset Purchase Agreement	↓ Sign final documents
			<p><b><i>Congratulations!!!</i></b>  <b><i><u>You've sold!</u></i></b></p>