

# 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 - OPORTUNITY

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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

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DEAL MAKING



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KNOWLEDGE - INSIGHT - OPORTUNITY

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# THE STEPS TO SELL A BUSINESS

# CLOSING



OPEN DUE  
DILIGENCE



APPLY FOR  
FINANCING  
IF NEEDED



OBTAIN LENDER  
INSTRUCTIONS



O P E N  
ESCROW

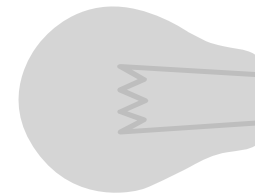
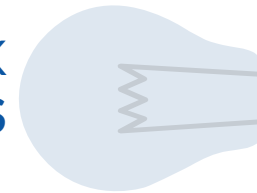
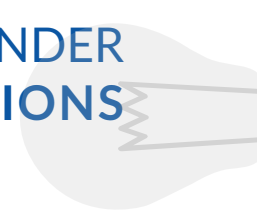
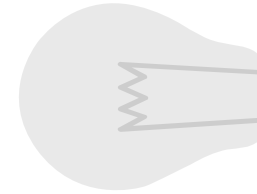
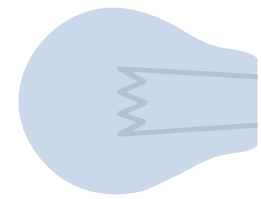


START BULK  
SALE PROCESS



SIGN FINAL  
DOCUMENTS

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**CONGRATULATIONS**  
**YOU'VE SOLD!**

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For more info visit:  
[www.RogersonBusinessServices.com](http://www.RogersonBusinessServices.com)