

# Thinking of selling your business?

Many business owners will only find themselves faced with the decision to sell their business once in a lifetime. With this lack of previous experience, it can be a difficult, complicated and stressful process. It can also be easy to miss opportunities in taxation, pensions and other areas of financial planning.

With experience in all aspects of business transfer, Stirling can give you professional, independent advice and handle all stages of the sale and negotiation on your behalf.

We will market your business through national advertising, our own dedicated website and via marketing campaigns to prospective buyers.

From your initial enquiry, through to the signed transfer contract, you are assured of our commitment, discretion and confidentiality.

## Why use Stirling?

- ◆ Free information and advice to owners prior to any agreement to sell
- ◆ Confidentiality agreements secured before releasing details to prospective purchasers
- ◆ Reasonable fee structure, quoted in advance, with no additional costs
- ◆ Bespoke advertising campaigns, with national weekly advertising
- ◆ Independent valuation
- ◆ Dedicated website advertising businesses for sale
- ◆ Legal, pension and tax advice if required
- ◆ Internal database and access to mass emails for prospective buyers
- ◆ Detailed questionnaire to identify business history, strengths and opportunities for the potential buyer
- ◆ Links to specialists, including funding for prospective buyers
- ◆ Exit strategy issues identified and addressed prior to sale process
- ◆ Meetings organised and offers negotiated on the vendor's behalf

## Time to put your feet up?

Head Office  
One Victoria Square, Birmingham, B1 1BD  
Tel/Fax: 0121 314 5575  
Email: [info@stirling-uk.com](mailto:info@stirling-uk.com)

[www.stirling-uk.com](http://www.stirling-uk.com)



# Selling your business with Stirling

Decision by client to sell



Independent valuation obtained if required



Stirling meets client with questionnaire to gather information on the business



Strategy issues identified for action by Stirling or client  
(tax, pension, accounting and legal issues)



Issues dealt with by Stirling or client



Sale Memorandum prepared by Stirling and approved by client



Stirling advertises the business for sale



Confidentiality agreements secured with prospective buyers



Sale Memorandum issued by Stirling



Stirling follows up enquiry and sends further information  
eg. Statutory & Management accounts



Stirling assesses interest and arranges visit with client



Stirling arranges further meeting for negotiations



Client appoints legal representative



Decision by client to accept deal



Heads of Agreement drawn up between parties



Purchasers undertake due diligence



Solicitors deal with contract to purchase



Legal completion

