

TIME LINE

FOR SELLING YOUR BUSINESS

START

3 to 5 Years

- Business Planning
- Defining Vision & Mission
- Setting of Goals or Objectives
- Strategies & Action Plans
- SWOT Analysis
- Organic Growth or Growth through Acquisition?
- New Products or New Markets?
- Effective Marketing Strategies
- Planning for Profitable Business
- Taking action

Long Term Planning

Developing a profitable business

Place order with Stirling for:

- Business Coaching
- Business Recovery & Transition
- Business Planning & Exit Strategies
- Equity Funding

2 to 3 Years

- Delegating responsibilities
- Making sure " the owner is not the business"
- No reliance on any one customer
- No reliance on any one supplier
- Retention of key employees
- Resolving potential disputes
- Up-dating paperwork

Medium Term Planning

Taking critical action

- Spreading the risk
- Stabilising the business
- Documenting procedures
- Tightening administration
- Compliance with accounts

1 Year

- Independent Valuation
- Preferred Exit Route/Type of sale agreed
- Final decision to sell
- Agree Terms with Broker
- Sale Memorandum
- Advertising the business for sale
- Handling enquiries
- Negotiations
- Indicative Offers
- Proof of Funding
- Heads of Terms
- Due diligence
- Contract of sale
- Legal Completion

Short Term Planning

Marketing your business for sale

Place order with Stirling for appointment of Brokers

- Appointment of Solicitors
- Handling the sale process
- Handling due diligence
- Completing the legal process

FINISH

Enquiry Form

Please complete the form below and email to info@stirling-uk.com

CONFIDENTIAL

Name:

Email:

Tel:

Date:

I am interested in learning more about:

Business Coaching, Training and Monitoring

Business Recovery and Transformation

Business Planning and Exit Strategies

Selling My Business

I prefer to be contacted by: email telephone

Please list 3 key areas of challenge for your business in order to sell:

1.

2.

3.



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