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We help business owners preserve their legacy and maximize the value of their business.

**Contact our experts today**

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## **5 Things Every Business Owner Should Know About Selling Their Business**

**The help you need to sell your business right.**

# Considering Retirement? Thinking about selling your business?

You've worked hard to build a successful business. Now it's time to consider the next step. Whether it's due to retirement, burnout, or a desire to switch gears, consider the following five things to help you achieve a successful exit.

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## 5 Things to Know Before Selling Your Business

### #1

Unlike Real Estate or the stock market, there is no transparent, sophisticated marketplace for selling a business. The process can be confusing and it's difficult to know where to start.

### #2

The value of a business is based on a multiple of earnings. To get the most value for your business, focus on consistently strong profitability for multiple years.

### #3

A prospective new owner wants to see that the business can transition smoothly. It's important to begin delegating tasks to others, documenting processes and ensuring that the team is strong and committed to the company.

### #4

Start planning now! Preparing a business for sale can take time, up to several years in some cases. Get started early to ensure you have the right plan and the time to execute.

### #5

Hire an advisor. Getting the right help is key to having a great outcome. Selling your business will be one of the monumental decisions of your life - make sure you have an expert in your corner!

