ABB of Southwest Florida, Inc.

AMERICAN BUSINESS BROKERS

The Business Sales Process

PLANNING

- Determine motivation/ reason for wanting to sell. Owner interview. Explain the selling process.
- Data gathering; financial and operational information.
- Recast financial statements. Research industry, market conditions, competition, etc.
- Prepare Valuations Report.
- Obtain the Listing Agreement
- Prepare Confidential Business Profile

SEARCH

- Activate Buyer search plan. Send out Executive Summary Report to Buyer list.
- Screen responses. Determine if Prospect's criteria matches Company's attributes.
- Financially qualify Buyers.
- Obtain confidentiality/ nondisclosure agreement.
- Present Confidential Business Profile.
- Answer questions and develop Prospective Buyer interest.

DEAL MAKING

- Possibly have a conference call prior to first meeting.
- Arrange and attend Buyer visit with Seller.
- Probe Buyer interest. Work towards obtaining an offer.
- Present offer to seller. Work with Seller to prepare a counter offer, if needed.
- Continue to facilitate negotiations until acceptable agreement is achieved.
- Agreement in principle

CLOSING

- Coordinate Due Diligence
- Begin financing preparations.
- Lender Introductions. Assist with formal business appraisal and environmental reports.
- Assist Buyer and Seller in resolving any issues.
- Coordinate with closing attorney. Assist in resolving any outstanding issues.
- Obtain final closing documents approval.

CLOSING!