





## SELLING WITH SAVVY

Next we tackle the preparation. Typically, a Business Buyer will employ a Solicitor, Accountant and a Financier to assist the due diligence process prior to settlement. When we achieve a Contract, we need to be prepared for full disclosure regarding everything pertaining to your business.

A large part of our job is to get the business ready for sale. Our preparation involves gathering all of the relevant information such as financials, the lease on the premises, any license or franchise agreements, staff details and equipment lists etc. Once we have this information we summarise it and compile a highly detailed information memorandum.

During this process we get an intimate understanding of the business including the positives and negatives. It is best practice not to hide the negatives as Buyers will find out anyway and history shows it is best to be upfront.

When the preparation is completed, we start looking for a buyer. Our marketing methods are via weekly blasts to our database and seven leading business for sale websites. We pride ourselves on clever marketing and enjoy an "outside the box" methods that have been exceptionally successful over the years.

Once we find a suitable buyer to operate the business that also has the financial capacity to fund it, we will arrange a meeting either onsite or in our boardroom. Again, we have proven strategies on how to handle the inspection/meeting process which will be discussed thoroughly at the time.

You can rely on our expertise when it comes to the negotiation of price and the contract terms and conditions. We pride ourselves on achieving the highest price possible and the best conditions for you.

We do not discuss contracts with Buyers until we feel they are ready to make that step. It is highly important that they have a strong understanding of what is involved in the business prior to entering into a contract; the last thing we want to hear is that a contact is terminated.

Buyers will engage advisors to assist a due diligence process prior to settlement. This stage of the sale requires a high level of expertise and communication skills.

We often will have to deal with three Solicitors, two Accountants, two Financiers, Franchisers, the Landlord and the Buyers and Sellers at the same time.

So, why employ Savvy Business Sales? You will get an award-winning team of highly skilled professionals with the ability to mediate and communicate between all parties concerned. We have exceptional systems and our results in this industry speak for themselves.

**“Savvy business sales... raising the standards in business sales!”**