

How to Decide if it's Time to Sell Your Company

Explore Your **PERSONAL WHY** for Selling »



1

HAVE YOU DEFINED YOUR NORTH STAR?

Define your long-term personal and financial aspirations to ensure selling aligns with your life goals.

2

WHY DO YOU WANT TO SELL?

Reflect on your personal reasons for selling and align them with your long-term personal goals.

3

HAVE YOU LOST YOUR PASSION?

Assess your enthusiasm and motivation for the business you founded. Waning passion may mean it's time to sell.

4

ARE YOU SEEKING OTHER VENTURES?

Determine if selling affords you the time and resources to pursue other ideas that excite you more.

5

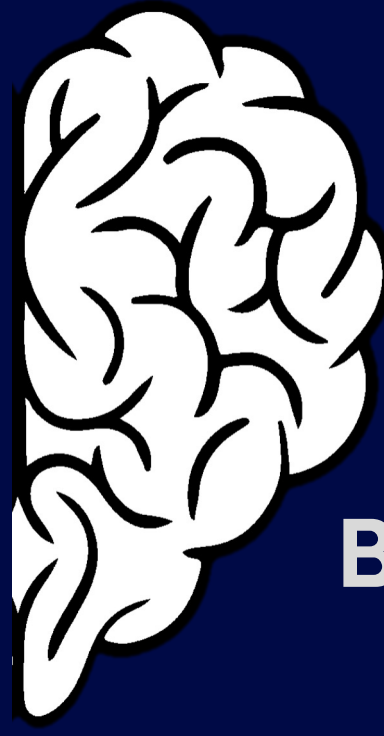
HAS A LIFE-ALTERING OFFER EMERGED?

Consider if external opportunities or offers have come your way that could significantly impact your life.

6

DO YOU FEEL PREPARED TO SELL?

Assess your emotional readiness for the significant change that comes with selling your business.



Uncover Your **BUSINESS WHY** « for Selling

1

IS YOUR COMPANY AT PEAK GROWTH?

Evaluate the current growth stage of your company and assess market conditions to determine if it's the right time to sell.

2

DO YOU KNOW YOUR COMPANY VALUE?

Conduct a thorough business valuation to understand your company's value and set appropriate expectations.

3

HAVE YOU FOUND THE RIGHT BUYER?

Ensure that the potential buyer aligns with your business's vision and has the means to support its future success.

4

WHAT HAPPENS TO YOU & YOUR TEAM?

Assess post-sale implications for you and your team, including reporting structure changes and growth opportunities.

5

ARE YOU READY FOR DUE DILLIGENCE?

Be prepared for the process of buttoning up financials, data, and other necessary documentation for a sale.

6

DO YOU HAVE THE RIGHT M&A TEAM?

Build a team of advisors, investment bankers, and attorneys to access the expertise needed to maximize your deal.