



# 5 WAYS TO EXIT A BUSINESS

There's more than one way to exit a business. The one that suits you may depend on your assets, existing employees and/or your personal goals.

## CONSIDER



### LIQUIDATION

if >

- ✓ No viability without the owner?
- ✓ Sharply declining profits, tech or industry?
- ✓ Asset value greater than potential earnings?



### A SALE TO CORPORATE

if >

- ✓ Good price & ability to 'walk away' key factors?
- ✓ Ready, willing & able for resource-heavy due diligence?



### TRANSFERRING CONTROL

if >

- ✓ Able to select, groom and up-skill well in advance?
- ✓ Consider giving some ownership to staff to retain?



### MANAGEMENT BUYOUT

if >

- ✓ Employees understand & are willing to take over the biz?
- ✓ May be required to sell capital in the business over time?



### A SALE TO PRIVATE BUYER

if >

- ✓ Risk in negotiating with unsuitable buyers?
- ✓ Understanding of financial capacity & buyer experience?

## TOP TIPS



PLAN EARLY



ENGAGE A PROFESSIONAL



LEAVE EMOTIONS ASIDE

## CONSIDERING WHAT ELSE IS REQUIRED IN SELLING A BUSINESS?

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