



The Ultimate Pre-Sale Preparation Guide: Vital Information Impacting the Sell of Your Business

Our Mission

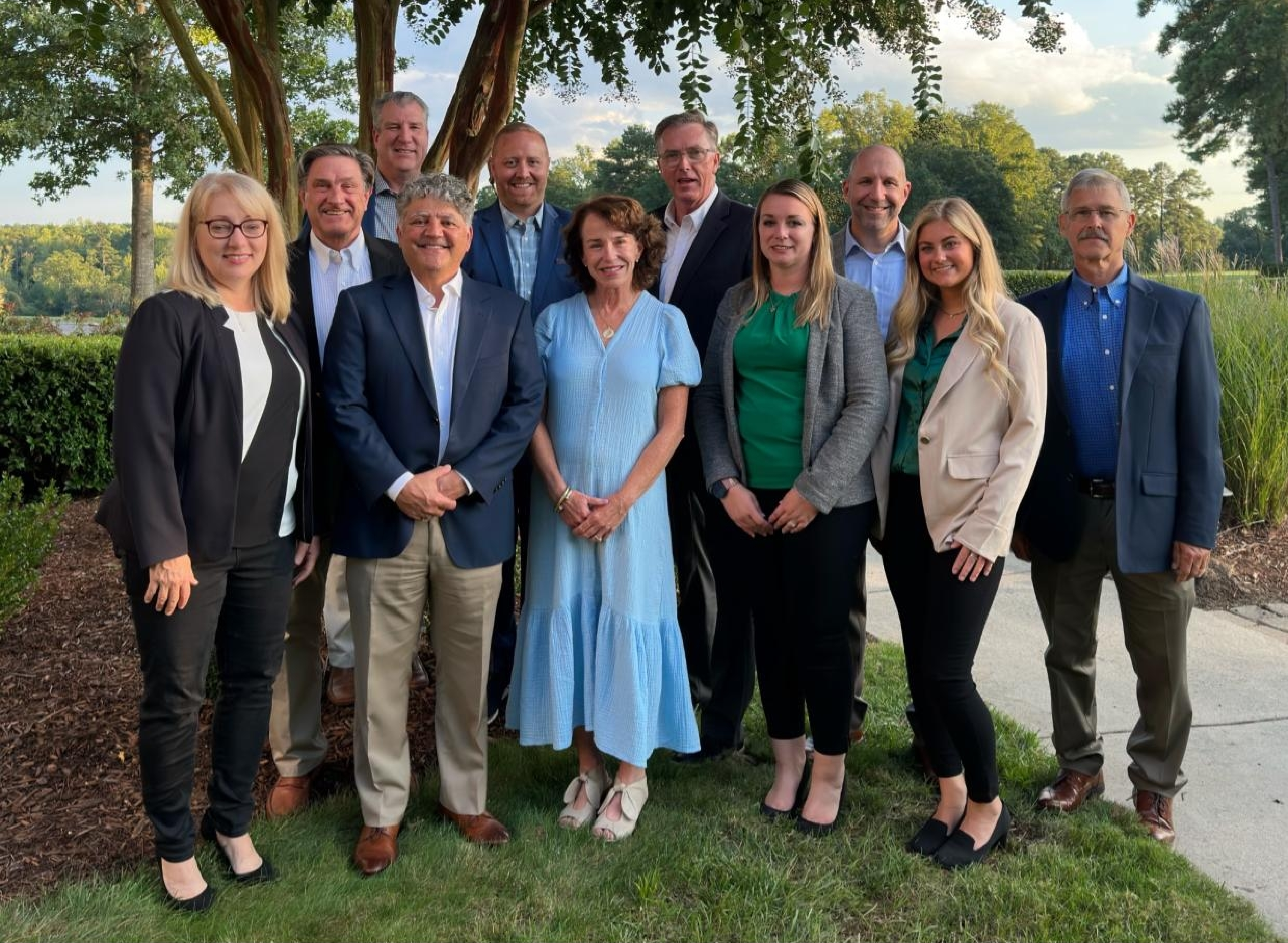
Promoting growth in Eastern North Carolina and beyond by connecting transitioning business owners with qualified, passionate buyers, facilitating successful sales, and enriching the communities we serve.

For a confidential consultation, contact our team, Transworld Business Advisors Eastern NC.

 [**tkhoury@tworld.com**](mailto:tkhoury@tworld.com)

 **(252) 275-8026**

 [**sellmycompany.pro**](https://sellmycompany.pro)



Your Success is Our Success

Transworld Business Advisors is the largest and fastest growing Business Brokerage and merger & acquisition (M&A) company in the world, as we have over 400,000 qualified buyers in our system looking for good businesses to purchase, over 250 offices worldwide and over 6,000 active business listings each day.

We are a team of 12 that live, work, and play here in Eastern, NC. Although focused on Eastern North Carolina, we do engagements nationwide and internationally.

We help both buyers and sellers fulfill the American dream of business ownership.



Selling Your Business is **Our Business.**

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The Ultimate Preparation Guide to **Selling Your Business**

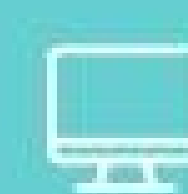
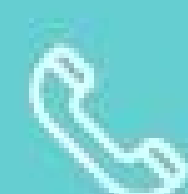
Are you considering selling your business but unsure where to start?

The Ultimate Preparation Guide to Selling Your Business is your comprehensive roadmap to navigating this important decision. Whether you're a seasoned entrepreneur looking to exit a successful venture or a first-time business owner ready to move on, this guide will provide you with the essential steps and strategies to prepare your business for sale. It lays out a way to systematically analyze your business and what makes it special and unique.

From understanding the market value of your business to enhancing its appeal to potential buyers, this guide covers everything you need to know to maximize the value of your business and ensure a successful sale. Use this guide to think about what makes your business so valuable to a new owner.

If you have a question or need guidance from our business advisor team, please call (252) 275-8026 or schedule a complimentary consultation [here](#).

Need Assistance? Have Questions? Call (252) 275-8026 to schedule a Confidential Consultation or fill out a meeting request [here](#).





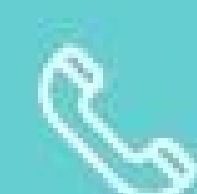
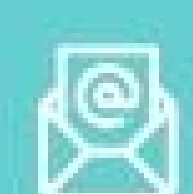
Information Roadmap for Evaluating & Preparing Your Business

Step 1 | Set the Stage

Craft Your Company's History and Background

- Company History & Background
 - Brief History and Overview
 - Business Operation Hours
 - State of Incorporation
 - Legal Organization Type
 - Years Owned by Current Owner/Partners
 - Total Years in Business
 - Is Business Relocatable
 - Is Business a Franchise
 - Special Skills or Licenses Required to Operate the Business
 - Intangible or Intellectual Assets included in the Sale

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Step 2 | Location Matters

Commercial Real Estate Impacts the Sale of Your Business

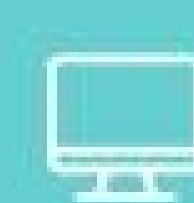
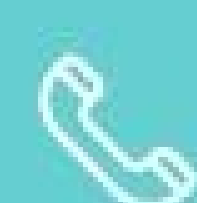
- Location Overview
 - Location & Map
 - Years at Location
 - Building Type
 - Building Use
 - Square Feet
 - Special Zoning Requirements
 - Estimated Value of Building and Land
 - Ability to Expand

Step 3 | Understand Key Players

Management, Retention, Employees, and Contracts Impact Your Business Sale

- Employees & Management
 - Number of Full-time/Part-time employees
 - Number of Contractors
 - Managers, Roles & Responsibilities and Tenure
 - Qualities of Best Employees
 - Length to Recruit & Train
 - Employee Retention & Turnover Trends

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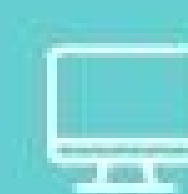
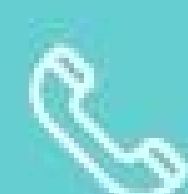
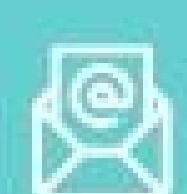


Step 4 | Understand Your Position

When selling a business, understanding your position in the industry spectrum, identifying products or services with the highest profit margins, assessing the value of your inventory and equipment, and defining your ideal customer are all critical aspects of a successful sale.

- Products, Services, Competition & Growth
 - Industry Overview
 - Products/Services Overview
 - Products/Services Revenue Overview
 - Wholesale Value of Inventory
 - Value of Furniture, Fixtures & Equipment
 - Sales/Marketing Process
 - Ideal Client
 - Biggest Growth Opportunities
 - Competitors
 - Unique Value Proposition – what sets you apart from your competition?

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Step 5 | Structure the Transaction.

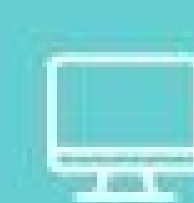
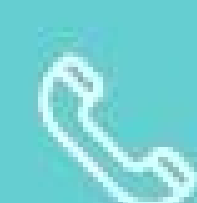
Don't do it alone.

Selling a business is a complex endeavor and a number of experts are required for a successful transaction. An experienced business broker can serve as the anchor for a team of professionals which may include lawyers, lenders, accountants, appraisers, insurance specialist, financial planners, real estate brokers, and property managers. Choosing your business broker and other professionals wisely is paramount, as the structure of the transaction is critical in achieving your goals for selling your business. This includes managing critical details such as:

- Business Valuation
- Cash at close
- Earn outs
- Retained equity
- Financing
- Down payments
- Financing Terms
- Legal issues and contracts
- Real estate concerns
- So much more...

A skilled business broker can help you navigate these complexities, and coordinate the team of required experts, ensuring that the deal is structured in a way that maximizes your financial outcome and meets your specific objectives. With the right team and business broker by your side, you can have confidence that every aspect of the transaction is carefully managed, leading to a successful sale that aligns with your goals.

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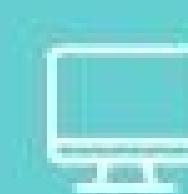
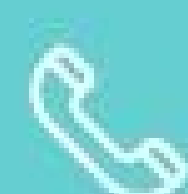
“Our success isn't about closing deals; it's about understanding our clients on a personal level—their business, their goals, their aspirations, and the legacy they've built.”

Our approach goes beyond the transaction; it's about building meaningful relationships based on trust. By truly knowing our clients, we can tailor our strategies to not only meet their needs but also exceed their expectations, ensuring a smoother and more fulfilling journey for everyone involved.



Schedule a Consult
(252) 275-8026

to find out how we can help with
your business advisory needs.



Schedule a Confidential Consultation



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