



When is the Right Time to Sell 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.



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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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Selling Your Business is Our Business.

When is the Right Time to Sell Your Business?

Determining the right time to sell is a question that many business owners ponder. At Transworld Business Advisors of Eastern North Carolina, our team of experts has spoken with numerous business owners in this situation, and one of the first questions they often ask is, "When is the right time to sell my business?"

Deciding to sell your business involves a variety of factors, both personal and business-related, making it challenging to perfectly time your business sale. However, selling at the wrong time can result in either no sale or selling at a discounted price.

There is some strategy and general guidance available to help determine if it's a good idea to sell your business and when the right time may be.

Let's Dive In...



When is the right time to sell?

Understanding when to sell your business typically comes down to personal reasons and market factors. It's crucial to understand your personal situation, future goals, and reasons for wanting to sell. Additionally, larger industry trends may play a role, providing insight into when you should sell your business and how long it might take to sell (and for what price).

Internal reasons for deciding to sell your business often fall into the following categories:

- * You want to retire
- * You'd like to cash out
- * You're burnt out
- * You have other opportunities you want to pursue
- * You have investment opportunities
- * The business is profitable and you think now is a great time to capitalize
- * You have concerns about the economy
- * You're dealing with personal issues such as divorce, death, etc.
- * Your business partnership isn't ideal
- * The business isn't producing enough profit

Do You Have a Succession Plan or Exit Strategy?

Many business owners lack succession plans, which are important to figure out before selling a business to make the best-informed decision for yourself and your family. Consider your financial stability and how your business sale will impact that, factoring in cash flow, debt, other and future sources of income, and potential long-term expenses.





Is Your Company **Ready to Sell?**

While there may never be a perfect time to part ways with your business, there are steps you can take to ensure your business is ready to sell for the best price possible. Many prospective buyers will look at your company's history of growth and profit. Additionally, organization plays a huge role in preparing your company to sell — getting all your financial documents together, and ensuring your accounting practices and financials are accurate and up-to-date.





What is the Average Time to Sell a Business?

Selling a business is a complex process, taking on average six to nine months, or a few months longer for larger transactions. Typically, businesses with motivated sellers, clean financials and priced fairly sell the fastest.





How Do You Prepare Your Business?

Preparing as much as possible before you sell is key to moving through the process efficiently. Ensuring all of your accounting records are up to date and compliant, including financial records, tax returns, contracts, and agreements, can expedite the process. Hiring the right business broker will streamline the process and guide you through due diligence, assisting in the best possible outcome for you.

“Tony was great to work with. He found a buyer for our business in a matter of a few months. Much shorter time frame than we would have imagined. Very professional and a joy to work with.”

Seafood Processing Plant, Wholesaler,
Retailer & Restaurant Owner





The Power Behind Finding the Right Business Advisor

Sure, no one knows the ins and outs of your business better than you do, but that isn't the same as understanding what it takes to market your business correctly, vet potential buyers and, ultimately, get the best deal. Using an industry-knowledgeable, verified, and trustworthy business advisor will streamline the selling process and make it more efficient overall. You will also have an advocate in your back pocket ensuring you and your business are represented accurately. Your personal advisor will create listings, field inquiries, and pull together documentation, saving you time and effort. It's important to find the right advisor who understands your industry and has the necessary financial, legal, accounting, and wealth management advisors and resources to assist you along the journey.





Deciding to sell your business is an exciting and stressful time, to ensure a smooth process start getting prepared NOW and then look for a good time that fits your time horizon and goals. Whether you're considering selling or simply want advice on valuing or structuring your business to sell, feel free to reach out to Transworld Business Advisors of Eastern NC. Our advisors are some of the most sophisticated and experienced in the industry. Our award-winning professionals have sold businesses in numerous sectors across Eastern North Carolina and the Southeast US and pride themselves on working alongside our clients throughout the entire business sales process. Our Business Advisors have the training and know-how to help ensure you get the best deal.



**Give us a call at
(252) 275-8026**

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



Schedule A Confidential Consultation



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