

Selling Your South Florida Business for Maximum Value



9:00 am - Registration

9:30am - Introduction

Preparing to sell

- Reasons People Sell
- Top priorities
- Overview, important aspects of the process

Valuation

- Structuring the sale
- Skeletons in the closet
- Establishing the price point
- Price point should be high; but not too high
- Businesses with SDCF over \$900,000
- With SDCF over \$900,000; Private Equity and strategic buyers become interested

Packaging

- Project brief; recasting; and packaging
- Selling the future creates added value
- The "price" has to meet lender standards
- Controlling expectations

Understanding Long-Term Financing

- Add-backs lender underwriting will not buy
- Lender underwriting acceptable add-back expenses
- Requirements with an SBA Guaranteed loan
- Finding a lender for the buyer
- Having your business pre-qualified
- The advantage of a loan broker

Marketing of your business

- I do not work with multi-listing services
- How your business will be marketed
- Qualifying the potential buyers

Timing and closing matter

- Choosing your professional advisors
- The process up to the Letter of Intent
- Letter of Intent to closing
- The buyer signing the loan commitment to closing
- For additional information
- Final thoughts

11:30am - Prompt Finish