DMH Stallard

The process of selling a business

STAGE 1

Build your advisory team

- Choose experienced lawyers, accountants, and finance advisors
- Good advisors can increase sale value
- Make sure they fit your business and goals

STAGE 2

Understand why you're selling

- Be clear on your reason for selling
- Identify strengths and weaknesses
- Improve key areas to boost value before selling

STAGE 3

Get your business sale-ready

- Review management team and key staff
- Reduce reliance on key customers or suppliers
- Ensure contracts, assets, and operations are solid
- Fix any legal, structural, or operational issues

STAGE 4

Prepare financials & documents

- Ensure accurate, up-to-date accounts
- Normalise working capital and cash
- Create a strong business plan for growth
- Prepare an information memorandum (IM) to present your business

STAGE 5

Market & find the right buyer

- Promote business confidentially to target buyers
- Buyers may include:
  - Competitors (trade buyers)
  - Investors (private equity)
  - Internal team (management buyout)
- Create competition to increase price

STAGE 6

Negotiate & due diligence

- Agree heads of terms (price, structure, conditions)
- Buyer investigates:
  - Financials
  - Operations
  - Legal & tax matters
- Expect detailed questions and document checks

STAGE 7

Complete the sale & transition

- Sign contracts and receive payment
- Finalise legal documents and disclosures
- Support handover to buyer
- May stay temporarily for transition or consultancy

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