

Lorem ipsum dolor sit amet, consectetur adipiscing elit sed vel-lectus et metus semper dignis-sim. Nunc felis. Integer nibh tortor, ultrices vel, mollis at, convallis quis, nisl. Maecenas scelerisque sodales quam. Phasellus non lorem. Vestibulum magna orci, feugioncus nec, scelerisque sit amet.

Mauris accumsan luctus arcu. Phasellus vitae nibh sit amet felis iaculis hendrerit. Etiam eget risus. Integer sed sapien. Sed sed nibh et neque hendrerit rutrum. Fusce tempor. Pellentesque mauris elit, pellentesque quis.

Quisque eu tortor. Nulla auctor erul-tricies sapien. Phasellus auguenmo. Phasellus dictum lorem vel nibh. Integer dictum ultricies pedertesty. Suspendisse potenti. Donec gravida. Fusce condi-mentum, mi et imperdiet varius, justo odio egestas mi, quis er consectetur leo neque in elito neq. Pellentesque ele-mentum.



Doug Connors, LLC
Address and
All Contact Information

You have worked hard
building your business.

**Now It's Time
to Sell...**

What do I do?
What don't I do?



Do's and Don'ts of Selling Your Business



Do

keep good records...

...and have them ready. A good set of books can significantly increase the chances of a successful and profitable sale.

Don't

wait too long to sell...

...the best time to sell is when business is good. Don't wait until poor health or a downturn occurs. Sell from strength!

Do

allow sufficient time...

...to sell your business. Selling a business is much more difficult than selling a house! You should allow up to a year to complete a sale.

Don't

sell to the wrong buyer...

...your competitor, supplier or favorite employee is probably not the right buyer willing to pay the right price.

Do

consult a knowledgeable business broker...

...about the value of your business. Prices vary according to your business type, location, timing and personal situations. There is no "magic" formula or one-size-fits-all approach.

Don't

overprice your business...

...underpricing will cost you money. Overpricing will cost you the sale. The "I can always come down in price" attitude sounds good, but it eliminates the best buyers. Your business stays on the market too long and you end up with less than you could. Start at a reasonable level. Smart buyers know the proper value of a business.

Do

use a professional business broker to sell your business...

...your savings and peace of mind should far outweigh the cost.

Don't

pay large amounts of money for an appraisal...

...professional business brokers have the tools available to properly advise you on an appropriate price and terms.

Do contact **Doug Connors**
...your professional business broker
Connors Associates, LLC