

blueline-ventures.com

READY OR NOT:

How to Help Your Clients Prepare to Sell Their Businesses

Questions? Contact us at
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BLUELINE

VENTURES

Exit Planning Specialists

On average, 75% of your clients who own businesses do not have a clear, well-documented exit strategy. Unprepared sellers will experience more complexity, spend more time and earn a lower valuation at exit – whether a planned or unplanned event.

But – as their trusted advisor, you can help.

Here are three key ways you can ensure your clients get ahead:

- 1 Start the conversation now.**
Because of the complexities involved, it's never too early to begin exit planning.
- 2 Then, focus on the boring stuff.**
Make sure finances, contracts, and process documentation are orderly, up-to-date and clear.
- 3 It's all about people.**
For maximum value at exit, the business cannot be dependent on the owner.

