

5 Tips to Maximize the Value of Your Business

Should you sell? When? How? And for how much?

For a business owner, mergers and acquisitions are always difficult and highly personal decisions.

Giving a good business away is easy, getting its worth is difficult. Getting a premium price for your business requires skills that business owners can learn, and not learning them can be the most expensive lesson of their lives.

Here are some tips:

- 1. What a buyer is looking for in a business:** Buyers are generally risk-averse, so be sure you reflect the positives.
- 2. Preparing a business for sale:** Plan ahead. Before the for-sale sign goes up be certain systems, books, records, and profits are running well. Be able to discuss your SWOT analysis.
- 3. Recasting the financials:** Prepare for the 'buyer numbers' as the add-backs and owner compensation are viewed from their eyes.
- 4. Valuing the business:** Recognize the different methods and understand there is more than one answer.
- 5. Cutting to the chase:** Value is a perceived ideal. You must take decisive steps early on to mold that perception.

RRBB has led many of our clients through mergers and acquisitions to achieve its highest value.

We manage the entire sales process with your desires and best interests in mind and have the financial background and expertise to deal with complex business situations while always remaining sensitive to the human aspect.

Contact us today.



265 Davidson Avenue, Suite 210 | Somerset, NJ 08873 | 908-231-1000
111 Dunnell Road, Suite 100 | Maplewood, NJ 07040 | 973-763-6363
www.rrbb.com | info@rrbb.com



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