



Business Trends

For Business Owners

Thinking of Selling Your Business?

Eventually every business will be for sale. Yet many business owners never plan for this day!

If you are like many of our clients; the chances are that you will one day face a major decision about your business future. You will only get to sell your business once. To maximise this opportunity, you'll need to plan for this day.

To do so, you may need to ask yourself the following questions:

- How much is my business really worth?
- When is the right time to sell my business?
- How do I prepare and profile my business for sale and help maximise the sale price?
- How do I market and promote my business on a confidential basis?
- How do I expose my business to qualified buyers?

Furthermore, the following should also be considered:

- The next 5 to 10 years may see a flood of "Baby Boomer" businesses hitting the market. The question then becomes: "Will there be enough buyers and how will your business compare in the market?"
- As employment picks up – will buyers leave the market?
- If you expect the financial performance of your business to be the same over the next year or two, it may not be worth more than now. And, if there is a glut of new businesses on the market, it may even put some pressure on prices.
- Some research indicated that a business could lose up to a third of its value if the owners have decided to retire, but have not taken pro-active steps to sell the business.

Signs that would suggest that now may be a good time to sell include:

- Demand presently exceeds supply;
- There are very few quality businesses on the market;
- The cost of bank funding is low; and
- Our South Island team has sold **over two dozen businesses** in the last twelve months or so.

Tabak is a specialist boutique business brokerage – which connects good quality businesses with serious buyers. We can work with you to maximise your business' value and to develop a plan to effectively sell your business. With over 4,000 registered buyers and 2,000 professional partners, Tabak can offer business owners the ability to easily and effectively take their business to market and achieve excellent results.

Please call us today to arrange a suitable time to help you answer some of these questions and to see if your business qualifies for a market appraisal.

Kind regards,

Damien Fahey BComm, MBA
Partner - Tabak Business Sales

AUCKLAND

HAMILTON

TAURANGA

WELLINGTON

CHRISTCHURCH

P.S. - When you call remember to ask whether your business qualifies to receive a free market appraisal.

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