



Controlled Sale Process

Running a structured process in evaluating and executing the sale of your business is critical to maximizing the value of your company

Timing of the sale process

Recast Financials	2-4 weeks
Develop Market Position	1-3 weeks
Determine Value	1-3 weeks
Identify Premium Buyers	2-4 weeks
Build Marketing Materials	2-4 weeks
Solicit Buyers	4-8 weeks
Negotiate & Structure	4-6 weeks
Due Diligence	2-4 weeks
Total	18-36 weeks

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Sunbelt

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Sunbelt guides owners of privately owned businesses through a controlled auction sale process to promote and maximize business value. We handle all the details and orchestrate the entire process allowing you to focus on what you do best, running your business. We navigate you through the assessment, valuation, execution and closing phases of the transaction to create a deal that gets you top dollar for your company.

Deal Assessment

- Recasting Financial Statements – frame valuation expectations by understanding past financial performance and focus valuation discussions on the future cash flow potential of your business.
- Market Positioning – identify strategic merits and intangible value to properly position your business in the market and drive maximum value.
- Financial Projections – develop sound financial projections that will serve as a key component in negotiating for maximum value.
- Valuation Opinion – thorough and accurate business assessment to establish an accurate value range for your business allowing you to avoid valuation pitfalls and make the best decision regarding a sale.

Deal Execution

- Buyer Identification & Search – solicit a large and targeted universe of premium buyers to achieve maximum value for your business.
- Selling Memoranda – create compelling marketing material designed to obtain the highest sale price.
- Negotiation & Deal Structure – negotiate and structure the deal to your advantage to insure you keep most of the hard fought value.
- Confidentiality – effectively eliminate the risk of leaking information regarding the sale of your business to protect value.
- Process Management – navigate your company through the assessment and execution phases of a transaction to consummate a deal that allows you to achieve maximum value for your company.

Sunbelt representatives collectively have decades of experience in running professionally structured business sales and acquisition processes.

Sunbelt's team members have extensive experience in navigating companies through the controlled sale process to execute a deal that allows sellers to achieve maximum value for their company.

Call us to discuss selling your business through Sunbelt.