

Questions to ask yourself when you start thinking about selling your business.

1. What is my business actually worth?
2. Would my employees know what to do if I died tomorrow?
3. What tasks do I do that nobody else knows how to do?
4. What companies could be seen as strategic, outside buyers? (General or specific)
5. Who, internally (family or employee), has the skills, passion and attitude required to "take over" the business (in part or in whole)? Have they shown interest?
6. What is the soonest date I would like to leave the business? What is the latest?
7. What is my desired lifestyle in retirement? How much do I have to sell my business for in order to support that lifestyle?
8. What goals do I have that absolutely **MUST** happen?
9. What do I still want to achieve in life?
10. If money was no object, what would I do tomorrow? Next year? In 5 years?