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The more planning you put into your sale, the better the price you will be able to obtain. Keep in mind that the prospective buyer will be very suspect of your reason for selling. Have your plan and strategy in place to eliminate any fears. Just like you started your business with a strong plan, sell it with a strong plan as well.

**How to sell your business | [business.gov.au](http://business.gov.au)**

**How to Sell Your Business - The Balance Small Business**

Your business broker can advise you as to where and when you should list your business for sale. If you follow this simple six-step program, you can likely sell your business by New Year's Day.

Then, you can ring in 2020 with the start of a brand new adventure!

Selling your business may result in additional obligations to pay, such as employee entitlements or tax amounts from asset sales. 2. Decide whether to use professionals. Look at using a reputable business broker, accountant or solicitor to help you sell your business.

Selling a business is time-consuming and for many people it's an emotional venture. A good reason to sell or the existence of a "hot" market can ease the burden, as can the help of professionals.

To make sure you maximize your payout when selling your business, it's important to work with an experienced business valuation provider such as Guidant. For \$495, Guidant's specialists will supply you with a detailed valuation report, complete with a financing assessment and an in-depth industry analysis.

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#### **How To Sell Your Business**

##### **How to sell your small business - CNBC**

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##### **How to Sell Business Assets: 12 Steps (with Pictures ...**

##### **How to sell your business - Entrepreneur Handbook**

Your tax bill will be influenced by two key factors: How your business is legally set up and -- in the case of a corporation or LLC -- whether you're selling the assets or the entity. Sales of all sole proprietorships and almost all partnerships are asset sales.

Selling a business is difficult. The above-mentioned advice is generic and is certainly not based on an individual deal, business, sector, scenario or eventuality. No-one reading this article should underestimate that to sell a business (however big or small) is rarely less than complex, time-consuming and ridiculously stressful.

4 Principles to Sell Your Business From Steve Little, the Mergers and Acquisitions Master Who Always Gets More Selling a Business

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#### **Close or sell your business**

The first step to selling your business is to realistically assess if the business is likely or even possibly saleable. If you aren't sure, try having a candid discussion with someone in your industry, or consult a business broker. But as a rule of thumb, if you've been in business for at least a year or more, and have shown some profit, or at least have very clear path to profit soon ...

#### **How to Sell a Small Business in 7 Steps | NFIB**

#### **5 Mistakes to Avoid When Selling Your Small Business**

If selling your small business is your succession plan, you will need to determine the best sales option for this important transaction. Whether you plan to sell your business to a partner, an internal management group, or an outside third party, there are two types of business sales from which to choose: asset sales and share sales.

Whether it's because you want to retire or move on to other challenges, selling your business is one of the most important decisions you will make as an entrepreneur. The first thing you should do to sell your business is consult an accountant and a lawyer regarding the tax and estate planning implications of the sale.

Sell your small business safely and smartly with these expert tips. ... If you're considering selling your small business, consider these seven steps to stay on the offensive. Make selling your small business easy with these seven steps.

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### **7 Steps to Selling Your Small Business - Investopedia**

Your objective is to get maximum value when selling and you're assessing steps to prepare for the sale. You are trying to get the maximum price for selling your business, getting the best terms and finding the right buyer or looking for the best broker to sell your business. Make selling your business easy with these eight steps.

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### **Know When and How to Sell Your Business - Entrepreneur**

This course covers the process of selling a business, discusses what buyers are looking for and teaches what alternatives exist to selling. Learning is easy. You watch videos on your computer screen and follow along in the workbook.

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### **Selling a company: everything you need to know**

Create a thorough plan to transfer ownership, sell, or close your business. Get qualified advice and know what to do to tie up

loose ends.

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