



Thinking of Selling a Business

We can assist you to sell your business and to achieve the best price for your business.

When deciding to sell a business you should consider:

- Whether you are you ready to sell?
- Are there alternatives to selling (such as partnership)?
- Are the financial records and information of the business up-to-date and ready for the scrutiny of a prospective purchaser?
- Are essential contracts in place? For example with suppliers, with customers and the lease of the business premises?
- Can the business function without you?
- How will you work out the price?
- What will form part of the sale?
- Is the timing right to get the best price when you sell?
- Can the business be offered to a family member or an employee?
- What will you do after you have sold?

We can help you with all of these steps when selling a business. We talk you through the process, the documents and the law and give you advice on the agreements that need to be prepared. We work closely with your Accountant to assist in the process and a tax effective sale.

Peter Rusbourne is a Law Society accredited specialist in both business law and property, and has extensive experience in business sales.

You can contact Peter on 9545 7207 or peter.rusbourne@watkinstapsell.com.au

For all your legal needs, including:

Businesses

Business Advice, Litigation, Commercial Property, Employment Law, Franchising

Individuals

Family Law, Conveyancing, Wills, Estate Planning

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