Business Selling Process

INTRODUCTION

Discovery

- Introductory call to learn about your business and goals
- Opportunity to share your story and ask questions about our process

Preliminary Evaluation

- Sign a mutual NDA
- Share light financials (P&L, balance sheet, and tax returns if available)
- Allows us to determine fit and prepare for next steps

EVALUATION

Letter of Intent (LOI)

- We present a non-binding offer outlining valuation, structure, and timeline
- If aligned, we both sign the LOI and move into diligence

Due Diligence

- We review supporting documents to confirm key details
- Focused on financials, operations, and risk—not meant to be disruptive
- We stay transparent and collaborative throughout the process

OFFER

Offer & Negotiation

- Final terms are reviewed and negotiated collaboratively
- We aim for fair, clear agreements with alignment on transition

Closing

- Legal documents are finalized
- Funds are transferred and the business is officially transitioned
- If desired, we work together on a structured handoff

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