

THE 7 KEY STEPS TO DEVELOPING YOUR BUSINESS "READY FOR SALE"



Ever dreamed of cashing out of your business and having your biggest pay day ever?

Yes! Then there are things you need to know and be doing NOW!

This workshop will show you how to put a value on your business, significantly increase the value AND turn it into a MAGNET FOR BUYERS!

All businesses sell at some time! Wouldn't you like to control the process and decide when to sell and how much for? Many business owners don't think about it until the last minute or until it becomes **URGENT**.

So don't wait until it's too late. **START NOW!** Learn what you can be doing every day in your business to double or triple its value. The best businesses don't go on to the open market—they **attract good buyers!**

If you are going to cash out then CASH OUT BIG!

What you will get from this workshop.

- ◆ Know what your business is worth now
- ◆ Decide and plan to achieve the value you want at the time of sale
- ◆ What good buyers are looking for in a business
- ◆ What can you do to add value to your business
- ◆ What are the biggest mistakes business owners make when selling a business
- ◆ How you can prepare yourself and the business for the sale process
- ◆ Effectively present and sell your business—the process
- ◆ Selling privately versus engaging a broker.



Who is the seminar for?

All Business Owners

Whether you're thinking of selling soon or just want to get your business running so well that it will always be "ready for sale" - this workshop is for you!

It can take up to three years or more to get a business "ready for sale" – don't delay, learn what YOU need to be doing RIGHT NOW!

Presented By:

John Denton, Business Broker and Business Consultant with **Performance Business Sales Pty Ltd**
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When: Thursday 6th August 2009 12.30pm for 12.45 pm start– concludes at 5.00pm

Where: Kailis Bros, GP Kailis Room, 101 Oxford Street, Leederville.

Cost: The cost of \$88.00 per person incl. GST (**Training vouchers available for qualifying business—ask me how!**)
Includes comprehensive workbook and handouts plus tea and coffee on arrival and afternoon tea.

BOOKINGS: To hold your place at this half day workshop, simply fax this registration form back to **08 9463 6252**, or email to admin@businessreadyforsale.com and **we will invoice you!** OR You can register and pay at our web site www.businessreadyforsale.com under WORKSHOPS. If you have any queries, please call John on 0417 918 717.

Tax Invoices / Receipts will be mailed to you.

Attendees: _____

Business Name: _____

Postal Address: _____

Email: _____

Phone: _____ Fax: _____

Secure Payment by Credit Card (Mastercard and Visa) is available at our web site www.businessreadyforsale.com