

Preparing For The Sale Of Your Business – How You Can Maximize The Value Of Your Business!

Generally, your business has grown as a result of your hard work and you want to make sure that when you are ready to sell your business you can maximise its selling potential.

Selling your business is a big undertaking.

Many businesses don't have their background documents and arrangements in place when they come to sell, and this often means they will not get the best possible price.

We, a group of business professionals, are offering a free seminar to demystify the sale process and to give you some helpful tips as to how to prepare for the sale of your business, so you can maximise its selling potential.

You will be able to tap into the expertise of the speakers, who are in the legal, accounting, broking, financial, insurance and coaching fields.

This seminar will cover:

- The tricky legal issues in preparing a business for sale (e.g. leases, intellectual property matters) and carrying out the sale (the Agreement for Sale and Purchase) **(Claire Tyler – Rainey Collins Lawyers, Solicitor)**
- Assessing the exit-readiness of a business, valuing the business and selling the business **(Mike Redman - Link Business Brokers, Business Broker)**
- Maximising the potential of your business to increase your profitability and simple systems to make the business less dependent on you as the owner **(Kevin Heppleston – Ascendency, Business Success Strategist)**
- Investing the proceeds of sale and financial planning **(Dean Blair - Foxplan, Authorised Financial Advisor)**
- Tax issues in relation to the sale **(Abby Donald - KPMG, Chartered Accountant)**
- Financing the growth of the business and financing the buyer **(Sam Bree – ANZ, Commercial & Agri Banker)**

There will also be plenty of time for your questions.

When: **Wednesday 27 July 2016 at 12.15pm**

Where: Foxplan
Level 3
101-103 Courtenay Place
Saatchi & Saatchi building
Wellington

To register please email Kay Johnston at kjohnston@raineycollins.co.nz