

Key considerations when selling

Things you can do pre-sale to increase value and ease transition

Financials

- Often overlooked and generally required during due diligence by bank or accountant

Miscellaneous

- It is ideal to complete a health check prior to selling
- NDA's or confidentiality agreements signed as information on acquisition is sensitive and should be treated so
- Ensuring all properties have management agreements and there are assignment clauses in place
- Use a broker. You only sell once....
- Be careful with who tell you
- Having a strong team around you i.e bank on board with finance, legal, and accounting support / advice
- Special clauses including restraint of trade, retention, finance, and due diligence
- Retaining staff where possible, minimizing change and therefore attrition