

# What's Driving Your Decision To Sell Your Business?



## WHAT IS YOUR MOTIVATION TO SELL YOUR BUSINESS?

(TICK ALL WHICH APPLY)

<input type="checkbox"/> Your business has become boring to you	<input type="checkbox"/> Now	<input type="checkbox"/> Flexible
<input type="checkbox"/> You're starting to feel burn out	<input type="checkbox"/> Now	<input type="checkbox"/> Flexible
<input type="checkbox"/> You want/need to relocate to a new geographical location, but your business is tied to your location	<input type="checkbox"/> Now	<input type="checkbox"/> Flexible
<input type="checkbox"/> You or a family member are experiencing health issues	<input type="checkbox"/> Now	<input type="checkbox"/> Flexible
<input type="checkbox"/> You've recently went through a divorce or had a large family/personal change to your situation	<input type="checkbox"/> Now	<input type="checkbox"/> Flexible
<input type="checkbox"/> Your business isn't able to provide you with enough money that you need	<input type="checkbox"/> Now	<input type="checkbox"/> Flexible
<input type="checkbox"/> Your business requires extra investment and time which you are unable to commit to	<input type="checkbox"/> Now	<input type="checkbox"/> Flexible
<input type="checkbox"/> You're sick of dealing with your business partners	<input type="checkbox"/> Now	<input type="checkbox"/> Flexible
<input type="checkbox"/> All of your net worth is invested in the business, and you wish to no longer put "all your eggs in one basket"	<input type="checkbox"/> Now	<input type="checkbox"/> Flexible
<input type="checkbox"/> You are drowning in financial problems and debt	<input type="checkbox"/> Now	<input type="checkbox"/> Flexible
<input type="checkbox"/> You would like to retire	<input type="checkbox"/> Now	<input type="checkbox"/> Flexible
<input type="checkbox"/> Other reasons (List them)	<input type="checkbox"/> Now	<input type="checkbox"/> Flexible

## HOW SOON DO YOU NEED TO TAKE ACTION?



## WHAT DO YOU WANT TO DO AFTER YOU SELL YOUR BUSINESS?

### DO YOU AGREE?

Do you want to walk away after you sell your business?

Yes  No  Maybe

Are you willing to assist the new owner during the transition period after the sale? If so for how long?

Yes  No  Maybe

Do you still wish to be involved with your business after the sale, at a management level?

Yes  No  Maybe

Do you want to remain involved with your business as a consultant or part-time employee?

Yes  No  Maybe

Is it a priority to receive a full or large payment at the closing of the sale?

Yes  No  Maybe



## WHAT DO YOU WANT FOR YOUR BUSINESS AFTER THE SALE?

The business stays in its current location to reduce any disruption to your clients (and staff)

Yes  No  Maybe

Selling the business to a key employee, family member, or someone you already know and trust

Yes  No  Maybe

Selling your business to a key competitor, supplier, or another business

Yes  No  Maybe

Not selling your business to a key competitor, supplier, or another business

Yes  No  Maybe