



LEGACY
ENTREPRENEURS

The Business Owner's Guide to Selling Your Business

A comprehensive roadmap for business owners ready to transition to their next chapter. This presentation will guide you through the essential steps, considerations, and strategies for a successful business sale.



Your Journey Through the Business Sale Process

Phase 1: Consultation & Discovery

Understanding your goals, gathering key documents, and receiving a preliminary opinion of value.

Phase 2: Preparation & Marketing

Finalizing valuation, creating marketing materials, and launching your confidential listing.

Phase 3: Buyer Negotiation & Closing

Qualifying buyers, negotiating terms, supporting due diligence, and ensuring a smooth closing.



Phase 1: Consultation & Discovery

Understanding Your Exit Goals

We begin with a conversation about your timeline, price expectations, and post-sale plans.

Free Opinion of Value

Receive a professional assessment of your business's worth based on industry-specific benchmarks.

Preliminary Documentation

Gather 3-5 years of tax returns, P&L statements, and identify owner add-backs for accurate valuation.





Understanding Business Valuation

Key Factors That Drive Value

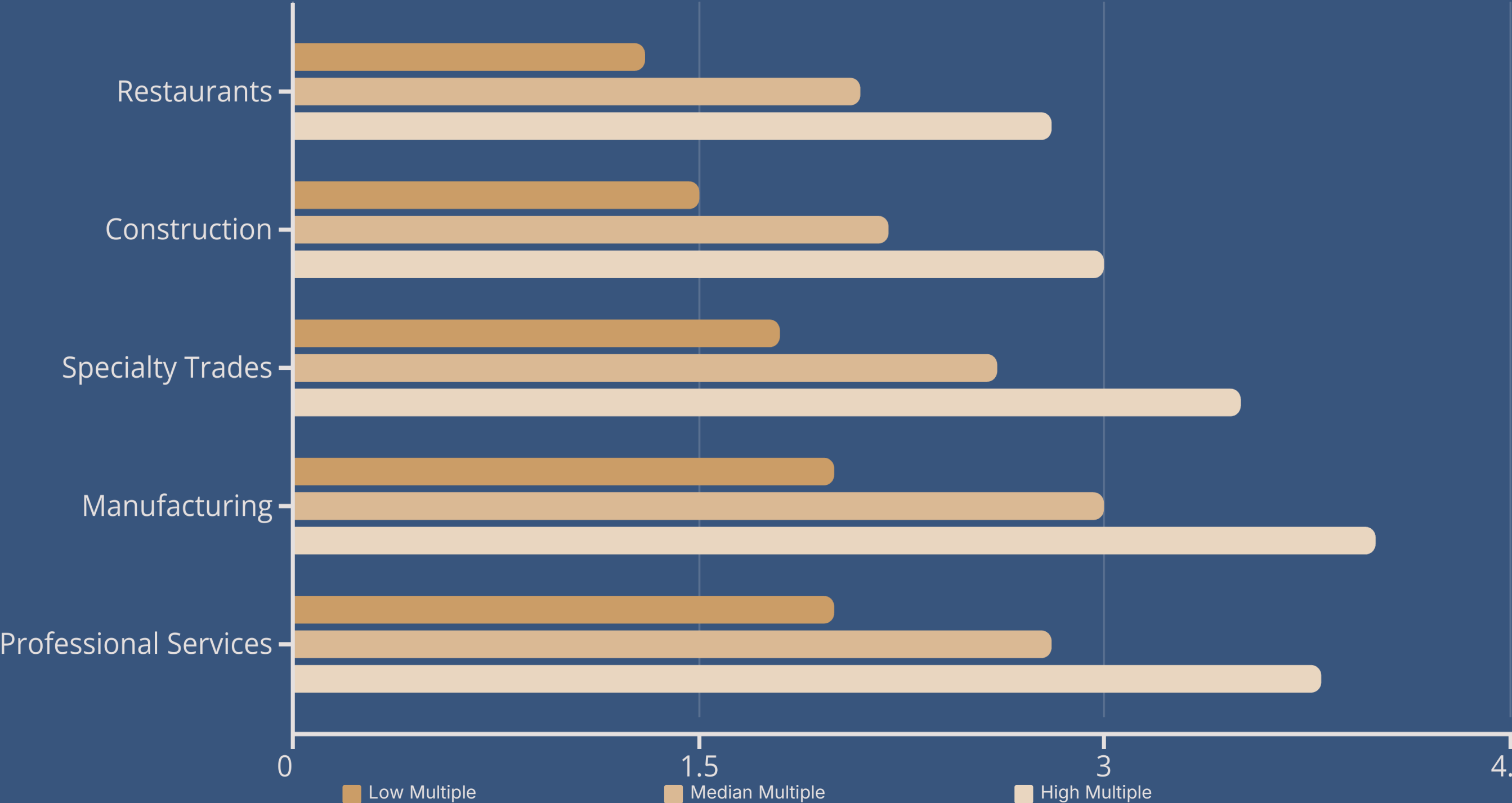
- Consistent or growing revenue
- Strong profit margins
- Diverse customer base
- Well-documented operations
- Transferable systems
- Valuable assets (equipment, IP, etc.)
- Favorable lease terms

Common Add-Backs

These items are "added back" to show true business profitability:

- Owner salary above market rate
- Family on payroll but not active
- Personal vehicle or travel expenses
- One-time expenses (remodels, etc.)
- Non-cash expenses (depreciation)

Industry Valuation Benchmarks



Phase 2: Preparation & Marketing



Creating Your Business Story

We develop a compelling Confidential Information Memorandum (CIM) that highlights your business's unique strengths, growth opportunities, and financial performance.



Strategic Marketing

Your business is confidentially listed on premium platforms like BizBuySell, LoopNet, and Axial, while we directly reach out to our network of qualified Tennessee buyers.



Maintaining Confidentiality

We use blind ads, NDAs, and careful screening to ensure your sale remains confidential while still attracting serious buyers.





Identifying Your Business Strengths & Opportunities

Questions to Consider:

- What makes your business stand out in the market?
- What growth opportunities exist that you haven't pursued?
- What skills would help a new owner succeed?
- Could the business operate semi-absentee?
- What operational weaknesses should be disclosed?

Answering these questions honestly helps us attract the right buyer who can appreciate your business's full potential.





Phase 3: Buyer Negotiation & Closing



Buyer Screening

We qualify each inquiry, requiring NDAs and financial verification before sharing sensitive information.



Offer & Negotiation

We help evaluate offers, negotiate favorable terms, and secure a Letter of Intent (LOI) that protects your interests.



Due Diligence

We manage the buyer's investigation process, helping you respond to information requests while maintaining deal momentum.



Closing

We coordinate with attorneys, lenders, and escrow agents to ensure a smooth closing and successful transition.



Common Business Sale Licensing Requirements

License/Permit	Issuer	Key Considerations
Business License	County and City Clerk	Buyer must apply for a new license under their legal business name
Sales Tax Permit	Dept. of Revenue	New Sales & Use Tax account required
Certificate of Occupancy	Local Codes Department	Often remains valid if no renovations occur
Zoning/Use Permit	Local Planning Dept.	Critical for logistics, construction, and manufacturing
Contractor Licenses	State Licensing Board	Required for construction and service businesses

We'll help guide buyers through these requirements to ensure a smooth transition.



Your Next Chapter Begins Here

Post-Sale Support

- Transition planning and knowledge transfer
- Referrals to trusted wealth managers
- Assistance with post-sale planning

Ready to Take the First Step?

Contact us today for a confidential consultation and free opinion of value. We're here to help you navigate this important transition with confidence.

[Schedule a Consultation](#)[Download Full Guide](#)