



July 27, 2021

This year alone, we are working with multiple clients selling their businesses, from as low as \$18 million to one as high as \$800 million.

In the U.S., there are 28.8 million small businesses in operation today. On average, it takes 6-9 months to sell and over 50% of transactions fall through during the due diligence stage. There is so much that goes into selling a business successfully, but here are 7 quick tips:

1. Maximize your business valuation for the professional appraisal.
2. Secure financial and legal expertise on your side.
3. Keep it quiet (both internally and externally).
4. Hire a team to help you list and market your business for sale.
5. Organize your business financial statements and contracts.
6. Focus on increasing your sales and profits during the process.
7. Create a clear vision for what comes next post-sale.

Click [HERE](#) for a "selling your business checklist" article. If you or someone you know is considering selling a business, [CLICK HERE](#) to schedule a time to talk with our [PACIFIC CAPITAL](#) team!

Have a great week ahead!



*Chad Willardson*  
WEALTH ADVISOR FOR ENTREPRENEURS

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