



MAUS SellBiz Pro: Sample Business for Sale Checklist



Overview:

MAUS SellBiz Pro is an Australian developed software program based on the steps needed to prepare a business for sale. This product is vital for any business owner or consultant who wants to prepare a business for sale and achieve the maximum sale price!

Buy MAUS SellBiz Pro Now:

Phone: 1300 300 586
Fax: 02 9976 2137
Email: sales@maus.com.au

Online: www.maus.com.au

The following handy checklist will help you consider all the issues of preparing to sell your business. Note a full checklist, videos, resources and even "business worth" calculators are included in the SellBiz Pro software program.

Checklist

- Name of business
- Location
- General nature of business
- Who owns the business assets?
- What are the reasons for selling the business and are there any reasons to expedite or delay the sale?
- When was the business acquired?
- Was it acquired as a single entity or on more than one occasion?
- Was any part of the business acquired after 20 September 1985 (ie therefore liable to capital gains tax)?
- Was the business acquired for the purpose of resale?
- Has a list of exactly what is being sold been prepared?
- Who is the accountant/taxation adviser?
- Has the accountant/taxation adviser been consulted about the sale?
- Is professional advice required to value the business?
- Is professional help required to market the business?
- Has any brochure, business profile or financial or marketing material been prepared for the sale?
- Has that material been checked by a legal adviser?
- What taxation and financial records can be made available for inspection by prospective buyers?
- Should additional records be prepared?
- Should prospective buyers be required to enter into confidentiality agreements?
- Are you aware of/do you have available:
 - (a) any current or threatened litigation or prosecution against the business?
 - (b) any judgments, writs of execution, or applications to appoint a receiver?
 - (c) any notices, orders, proposals, by the local council?
 - (d) registration certificates of any business name, or intellectual property, which is included in the sale?
 - (e) service or maintenance agreements and warranties relating to plant and equipment?
 - (f) licences, permits or approvals relating to the business?
 - (g) leases, subleases?
 - (h) employee service agreements?
- Will the sale include goodwill?
- Should restraints of trade be imposed?
- Has the appropriate type of restraint of trade been considered?
- Will the buyer be trained by the vendor?
- Will the purchaser receive customer and client lists on completion?
- Are chattels, plant, equipment or fixtures included in the sale?
- Is trading stock included in the sale?
- Are items which are not strictly trading stock included in the sale, such as packaging, stationery or advertising materials?
- Will the purchaser acquire freehold title to the premises?
- Will the purchaser acquire a lease from the vendor?
- Will the purchaser acquire a new lease or an assignment of the vendor's existing lease from the owner?
- Will the purchaser acquire a new sub-lease or assignment of an existing sub-lease?
- Will the purchaser obtain the benefit of contracts held by the vendor?
- Does the sale include any licences or permits relating to the business?
- Does the vendor have book debts?
- Are any of the vendor's liabilities to be taken over by the purchaser?

MAUS SellBiz Pro

Tools, tips and resources used in preparing a business for sale!



Preparing to sell a business is one of the most daunting tasks for any business owner or consultant, especially if you are inexperienced or have never sold a business before.

The program includes an interactive strategy tool that automatically creates a comprehensive "exit plan" based on the "Attractiveness" and "Readiness" index. The program compiles the plan and then automatically calculates the score and graphs the gaps indicating the necessary action plan that is needed to increase the value of the business.

At a click of a button, MAUS SellBiz Pro provides you with:

- 24 Videos on how to sell your business
- Over 250 pages of content of how to sell your business
- Readiness Checklists
- Attractiveness Checklists
- Business Valuation Calculators
- Cash Flow Calculators
- Business for Sale Websites
- Advertising Packages
- Graphing Diagnostics
- Advertising Packages
- Business Broking Resources
- Over 80 detailed focus areas

Summary of Features:

MAUS SellBiz Pro has over 250 pages of contents including, tools, tips, sample valuation reports, selling resources, due diligence checklists, business valuation calculators, cash flow calculators, attractiveness index, exit strategies, succession planning, financial investors concepts, strategic investor concepts, growth strategies and much more.