

Write The Name of Your Business Below:

## Step 1 of 5: Are You Really Ready To Sell Your Business?

Complete and save a copy of this form. As you complete subsequent steps in the process, keep copies of your answers for review with your business broker. For each item listed below, please score yourself:

	Disagree			Agree
<b><u>Why do You Want To Sell Your Business?</u></b>				
A buyer will want to know your motivation for selling:				
• Retirement / spend more time with family	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
• Financial reasons: you need to sell the business	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
• Health reasons: you are no longer physically able to run the business	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
• Pursue other business interests	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
• Relocation	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
• Burnout: you don't look forward to (or even dread) going in to work	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
<b><u>Support for Your Decision</u></b>				
If you have business partners or investors, do they support your decision to sell?	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
If this is a family business, does your spouse support your decision to sell?	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
<b><u>How soon are you thinking of selling your business?</u></b>	<b>3 mo.</b>	<b>6 mo.</b>	<b>9 mo.</b>	<b>12+ mo.</b>
<b><u>Do you know what you will do after your business sells?</u></b>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

Notes:

Note: Now that you have completed Step One in this Sellers Self-Assessment Process, please retain a copy. When you have fully completed Step One, please proceed to Step Two. Should you have questions along the way, please complete a form on our website to request a consultation, or contact us in complete confidence at 520-327-4454 or at [info@allenandyoung.com](mailto:info@allenandyoung.com).