

Write The Name of Your Business Below:

Step 2 of 5: Is Your Business Able To Be Sold?

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
Is Your Business Able to be Sold? Please rate it on the following criteria:			
A buyer will demand answers to these questions:			
• Have your revenues been growing?	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
• Are your financial statements in order?	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
• Are your leases long-term and assumable?	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
• Have you been in business for at least 3 years?	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
• Are you willing to accept the reality of a market-based asking price?	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
• Are you willing / able to finance part of the sale to a qualified buyer?	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
• Have you maintained your facilities and equipment?	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
• Have your key employees been with you a long time & are they trained?	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
• Do you have layered management in place? Can it run without you?	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

Notes:

Note: Now that you have completed Step Two in this Sellers Self-Assessment Process, please retain a copy of this form. When you have fully completed Step Two, please proceed to Step Three. 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.