

## *Summary*

# 6 Essential Tips for Selling Your Business Successfully



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[TheExitStrategyGroup.com.au/Media](https://TheExitStrategyGroup.com.au/Media)

Kerry Boulton, Australia's top exit strategy advisor, outlines six crucial steps for selling a business successfully. These tips include notifying your landlord if you rent your space, preparing audited financial statements to build buyer confidence, and avoiding using company funds for personal expenses to maintain earnings integrity.

Maintaining a healthy gross margin and including survivor clauses in customer contracts to ensure obligations persist post-sale are also important. Boulton advises obtaining a Value Builder Score to identify potential areas for improvement before listing the business for sale.

For further guidance, Boulton recommends completing the Value Builder questionnaire and checking out Kerry's new book, *The Uncensored Truth About Exit Strategy*. Careful preparation and professional advice are essential for a successful business sale.