

Summary

How To Avoid Common Pitfalls And Maximise Your Profits When Planning The Sale Of Your Business



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Kerry Boulton, an expert in exit strategy planning, emphasises the importance of planning the sale of a business, particularly with the impending wave of baby boomer business owners looking to sell. He highlights that 75% of businesses never sell because owners fail to plan for it. A business can represent a significant portion of an owner's net worth, and without proper planning, it can be difficult to sell, which can be financially devastating.

Boulton advises business owners to address inertia by obtaining a high-level valuation to understand the business's worth and identify areas for improvement. He stresses that proactive planning is essential to maximise profitability and achieve the best possible sale price.