

Is Now The Time To Sell My Company?

Questions	Scoring 1=No, 3=Maybe, 5=Yes	Comments
1. Are the market multiples acquirers are paying in my industry at an attractive level currently and for the foreseeable future		
2. Are there active Strategic acquirers currently buying businesses like mine in my industry		
3. Are there active Private Equity or Venture Capital acquirers currently buying businesses like mine in my industry		
4. Are my trailing 24-36 months of financial performance going to meet and even exceed acquirer expectations for my industry		
5. Are my company financial projections positive for the next 12 months (thru a potential due diligence process)		
6. Is my strategic plan ready to be scrutinized by an acquirer (and excite them)		
7. Is my business able to continue operating successfully without me at the helm (if you don't want to remain post sale)		
8. Am I ready personally/mentally to step away from my company (if you don't want to remain post sale)		
9. Are my key managers prepared to support a company sale (knowing what it could mean for them)		
10. Is my internal financial, customer and operational data prepared to undergo the scrutiny of an acquirer		
11. Is my company prepared to successfully withstand 3 rd party due diligence		
12. Is my business free of any known pending litigation, loss of customer, product recall, downward trending market, etc. issues that could negatively impact my company and cause concern for a potential acquirer		
13. Is my exit narrative crisp and effective in explaining to a potential acquirer why now is the time for me to sell my company		
14. Am I clear (aligned with co-owners) on the minimum level of company valuation I/we would need/want from a sale		
15. Am I clear and pleased with what the sale of my company may mean for me/shareholders from a NET payout perspective		
TOTAL SCORE		

SCORE >65, You Might Be Ready To Sell