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Six Things Business Owners Should Ask Before Selling

The TJE American Business Magazine

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In an article published in the May issue of The TJE American Business Magazine, Scott Augustine and Erica Opitz discuss six things business owners should ask before selling their business. Augustine and Opitz explain, before you make plans to sell the business, whether now or in the next few years, there are a few simple questions to ask yourself to prepare and avoid unwanted surprised. After all preparation enhances the value of your business; surprises cost money and time. The six questions they discuss and explain include does my ownership and business structure still work; is my estate in order; are my financials in order; is my path to closing clear; are my relationships clear; and what are my business vulnerabilities? You may read the full article in the May issue of The TJE American Business Magazine.