



BUSINESS SELLING PROCESS (SIMPLE)

Business Selling Process (Simple)

1. Determining the fair market value of the business
2. Set Preparing all books and records for prospective buyers
3. Putting the business on the market
4. Dealing with the potential buyer
5. Recieving an offer
6. Negotiation - Price, Terms, and Condition
7. Accepting an offer
8. Provide all necessary books and records to the buyer
9. Work with the buyer to remove all contingencies of the contract
10. Signing the closing statement (1-3 days before the closing date at the escrow)
11. The night before the closing date
12. The closing date

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