

HOW TO CHOOSE A BUSINESS BROKER

3 key attributes to look for in a business broker:

- Experience
- Project management skills
- Communication skills

To determine if a broker has these attributes, ask for evidence of the following:

Examples

Examples of businesses like yours they have sold, and an indication of the industries in which they have strong networks and experience.

Deals

Details about the 'shapes' of the deals they have done in selling these businesses.

Process

An indication of the process they will implement to sell your business - how comprehensive will the broker's involvement be in securing a deal?

Communication

The level of communication and reporting - verbal, written, formal and informal - that will be provided to you as part of the sale process.

Referees

Referees you can speak to i.e. business owners they have worked with to sell their businesses.

JPAbusiness

Advice • Valuations • Transactions

Contact the team at JPAbusiness on 02 6360 0360 for advice on any aspect of selling your business.

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