READS M&A ADVISORY

Exit Strategy Workshop

Building on the Snapshot, two days on the practical and strategic steps that give you the best chance of selling, and at the best price.

Price on request

Suits owners two to five years from a sale, with time to act on what the workshop finds.

Who it's for

Owners two to five years from a sale who want to use that time well, and shareholders who need to agree what they want from a sale.

What you come away with

- A clear picture of the business a buyer would want to buy.
- A plan built for you, to raise the value of the business and make it more attractive to buyers: the next 12 to 36 months, priorities in order.
- A view of what buyers are likely to value in the business, and what they will expect.
- Agreed actions, each with an owner and a date, that make the business easier to sell and strengthen your hand in a negotiation.

What gets looked at

What you want
When you would like to step back, the figure you need, and what matters to you personally.

What drives the value
How good and how steady your profit is, how much income repeats, and your mix of customers.

What buyers will look at
What trade buyers, and investors building larger groups, examine first.

Reliance on you
How to build a business that thrives without you, and is less reliant on one or two key people.

Growth that shows in the profit
Steps that raise profit and make it steadier.

What else we look at

Ways to sell
To a trade buyer, an investor-backed group, your managers or an employee ownership trust. Each is taxed differently.

How it runs

Before the two days
We read your figures and send a few questions, so the time together goes on decisions.

The two days
Two days with the shareholders, working through value, buyers and what to change.

The plan
We write up the priorities and the agreed actions: who does what, and by when.

What we'll need from you

Your recent accounts and monthly figures.

Two days with the shareholders, and any senior managers you want in the room.

Your own view of when you would like to sell and what you need from it.

Who does it



Nick Hunt
Strategic Growth & Exit Adviser

Nick Hunt leads the Exit Strategy Workshop. Simon Read brings the view of what buyers pay for.

Where this sits After the Snapshot if improving first, alongside or instead of the Finance Review. The Programme can follow. Buying a preparation service does not commit you to selling, or to selling through Reads.

Start with a conversation

Tell us a little about the business and who owns it. We will suggest who should be in the room and when to hold the two days.

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Ask for Simon Read, Founder & Managing Director, or email **info@readsadvisory.co.uk**

Online: **readsadvisory.co.uk/contact-us**

Scan for our contact page

Indicative only: not a formal valuation, tax advice or legal advice. The market, deal terms and a buyer's checks decide the price.

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