

Full Value & Sale Readiness Review

We go through your business the way a buyer will, before a buyer does, and give you a plan to fix what we find.

Who it's for

Owners one to three years from a sale, or anyone who wants an independent check first. A problem a buyer finds can cut the price, change the terms or end the deal. Found now, you can fix it.

What you come away with

- A written report from a buyer's point of view, with a fuller view of value.
- The issues most likely to lower the value, slow a sale or change the terms.
- A plan of what to fix before you approach buyers, in order.
- A discussion of the likely buyers and the ways you could sell.

What gets looked at

Your profit

Profit as a buyer measures it (EBITDA: profit before interest, tax, and the write-down of equipment, vehicles and other assets), one-off items, and how well profit turns into cash.

Reliance on the owners

Customer relationships, technical know-how and decisions that sit with the shareholders.

Customers and income

Reliance on big customers, repeat income, contracts, customers lost, and the work you can see coming.

People

The managers below you, the people you could not afford to lose, and plans to keep them.

£4,885

+ VAT, fixed fee

Suits owners one to three years from a sale who want the whole business checked before a buyer checks it.

What else we look at

How the business runs

Processes, reporting, systems, paperwork, and whether the business can grow.

Risk

Contract, regulatory and day-to-day issues likely to come up when a buyer checks the business.

How it runs

Send us the essentials

Your figures, your main contracts and a short list of questions.

We review

Simon, Nick and Ben each take the areas they know best, and look at them as a buyer would.

We meet

You get the report and a meeting on what to fix first and who is likely to buy.

What we'll need from you

Your recent accounts, monthly figures and any forecast.

Your main customer contracts, and a list of customers by value.

An outline of your team, and time with you and your managers.

Who does it



Simon Read

Founder & Managing Director

Simon leads, with Nick Hunt on growth and reliance on the owners, and Ben Davies on the figures.

Where this sits After the Snapshot if its value meets your hopes and you are ready to exit. Then the sale with Simon. 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 when you might sell. We will tell you honestly whether the Full Value & Sale Readiness Review is worth doing now.

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

Online: readsadvisory.co.uk/contact-us



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