

ARE YOU READY TO SELL YOUR BUSINESS?

At AKCESSIA we pride ourselves on being approachable and we are always keen to meet entrepreneurs and executives who share our passion for building great businesses.

Use this checklist to find out whether you are ready to take the next step to sell your business.

If you answer yes to more than 5 of the questions below, please contact us to begin a dialogue.

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<p>✓ Is every shareholder committed to the idea of selling the business?</p> <hr/>	<input type="checkbox"/> YES	<input type="checkbox"/> NO	<input type="checkbox"/> TBD
<p>✓ Have the shareholders identified their objectives: valuation expectations, shareholder transition period, employee impact etc.?</p> <hr/>	<input type="checkbox"/> YES	<input type="checkbox"/> NO	<input type="checkbox"/> TBD
<p>✓ Will management rollover/invest meaningful equity?</p> <hr/>	<input type="checkbox"/> YES	<input type="checkbox"/> NO	<input type="checkbox"/> TBD
<p>✓ Are there any skill gaps in the current management team?</p> <hr/>	<input type="checkbox"/> YES	<input type="checkbox"/> NO	<input type="checkbox"/> TBD
<p>✓ Can the management team and employees expertly operate the business without you?</p> <hr/>	<input type="checkbox"/> YES	<input type="checkbox"/> NO	<input type="checkbox"/> TBD
<p>✓ Is the existing management coachable?</p> <hr/>	<input type="checkbox"/> YES	<input type="checkbox"/> NO	<input type="checkbox"/> TBD
<p>✓ Are there growth opportunities that could be exploited with support from private equity or a strategic investor?</p> <hr/>	<input type="checkbox"/> YES	<input type="checkbox"/> NO	<input type="checkbox"/> TBD
<p>✓ Is the industry undergoing change?</p> <hr/>	<input type="checkbox"/> YES	<input type="checkbox"/> NO	<input type="checkbox"/> TBD
<p>✓ Do your top 10 customers contribute less than 50% of sales?</p> <hr/>	<input type="checkbox"/> YES	<input type="checkbox"/> NO	<input type="checkbox"/> TBD
<p>✓ Are there opportunities to improve performance/margins?</p> <hr/>	<input type="checkbox"/> YES	<input type="checkbox"/> NO	<input type="checkbox"/> TBD