

## Buying a Business

## Selling a Business

## Business Valuations



### Buying a Business

Are you looking to buy a business ?

Wallace BG can help you with buying a business, which can be one of the most overwhelming investment decisions you can make.

We can assist with finding the right business for you, by conducting business appraisals & evaluations on a proposed business purchase, and most importantly assisting you in minimising the risks in buying a business.

Mitigating the risks of purchase is an important part of our service as the main reason for failure on purchasing a business is the buyers failure to 'research & verify'.

Then there is the negotiation process of making an offer & negotiating, followed by completion and handover - we can also help with post settlement issues as well.

Wallace BG can be engaged to act for you on the purchase of a business. We can source, contact & inspect a business, conduct due diligence & assist with negotiations & offers to purchase.

It should be noted though, where this relates to a business that we act for the vendor, unfortunately we cannot assist as it is either the buyer or the seller who engage our services - we can't act for both.

Please do not hesitate to contact us as we would be delighted to assist you with the purchase of your business.



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65988003



**POLITIS**  
INVESTMENT STRATEGIES

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## Selling a Business

Are you considering selling your business ?

No doubt you've 'wrestled' with the decision for some time - it is a significant decision & hence it is important to receive good advice & undertake a planned approach for the sale.

Before you sell though, here are a few key questions you should consider:

Who will buy my business ?

How much is my business worth ?

When is the best time to sell ?

Wallace BG are business professionals - we believe each business sale is uniquely different and hence requires such an approach.

Our approach involves learning as much as we possibly can about your business from you so that we can assist with such things as preparing an information memorandum (selling document), if required value the assets of the business involved in the sale as a going concern, identify the key selling points for a prospective purchaser, and profile the likely purchaser.

Please do not hesitate to contact us as we would be delighted to assist you with the selling of your business.

## Business Valuations

Do you have a good understanding of the value of your business ?

For most business owners their business is one of their biggest assets and so it's natural to consider 'what is my business worth ?'

Wallace BG can help you determine the value of your business.

The purpose of a business valuation is a significant influence on the result. Reasons for undertaking a business valuation include sale/purchase, financial reporting, litigation support, Family Law settlements, financing, restructuring, for insurance purposes, and for succession planning purposes.

A clear understanding of the purpose is required, together with why and for whom, as for example, a complete sale of a business will deliver a different result than the valuation of a share or interest in that same business.

In the case of the sale or purchase of a business, like most assets a business is ultimately only worth what a buyer is willing to pay, so it is important to be fully prepared for the sale - the better prepared you are, the more likely you will realise more for your business.

Please do not hesitate to contact us if our valuation services can be of assistance.