5 DEAL KILLERS

THAT CAN SABOTAGE A BUSINESS SALE

Deal Killers are conditions that destroy a company's salability if they are left undetected and unresolved. Here is a list of the 5 most common Deal Killers, and the solutions Exit Planning Advisors use to resolve them.

1. BUSINESS OWNERS THINKING THEY CAN AND MUST GET A TOP-LINE SALE PRICE FOR THEIR BUSINESSES TODAY, REGARDLESS OF THE MARKET

Exit Planners have the tools, training, and experience to help their clients complete their pre-sale planning. They can reconcile market realities with sale-price fantasies to maximize value and mitigate risk.

2. FAILURE TO PRESERVE A COMPANY'S MOST VALUABLE ASSET

A company's most valuable asset is its key employees. Successful Exit Planning Advisors work with their clients to devise plans that keep key employees committed and motivated, increasing the likelihood of a successful sale.

3. BUSINESS OWNERS BELIEVING THEY CAN NEGOTIATE ALONE, AND REFUSING TO HIRE AND USE A STRONG DEAL TEAM

Great Exit Planners can explain why a top-notch deal team—rather than the owner alone—is preferable. They have the network and resources necessary to create a deal team to maximize their clients' ownership-sale opportunities.

4. BELIEVING THAT PRE-SALE DUE DILIGENCE ISN'T WORTH THE TIME, EFFORT, OR COST

Implementing proven strategies and planning tactics enable Exit Planners to show their clients the difference in outcomes between committing to due diligence and firing from the hip, saving them time and money while maximizing their ROI.

5. SELLER'S REMORSE

Address a business sale's emotional aspects before they derail the sale. Exit Planning Advisors use BEI's tools and proven processes to ask the important questions, ensuring their clients are fully committed and ready to exit their businesses in style.

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