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STEPS

TO
**Evaluate
a Sale**



Step 1: Valuation

Be conscious of your clients asking price



Step 2: Buyer

Vet your prospect buyer carefully



Step 3: Offer

Assess the specs:
Consult legal council



Step 4: Alignment

Is the offer in line with your client's values and business philosophy?



Step 5: Long term lens

Will this deal give your client what they want?