

1



## Valuation

Be conscious of your client's asking price

2



## Buyer

Vet your prospective buyer carefully

3



## Offer

Assess the specs:  
consult legal council

4



## Alignment

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

5

## Long term lens

Will this deal give your client what they want?



# 5 Steps to Evaluate a Sale