

#### **How Not to Sell Your Business**

Why Your Business Won't Sell and What You Can Do About It

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#### Overview of Today's Program

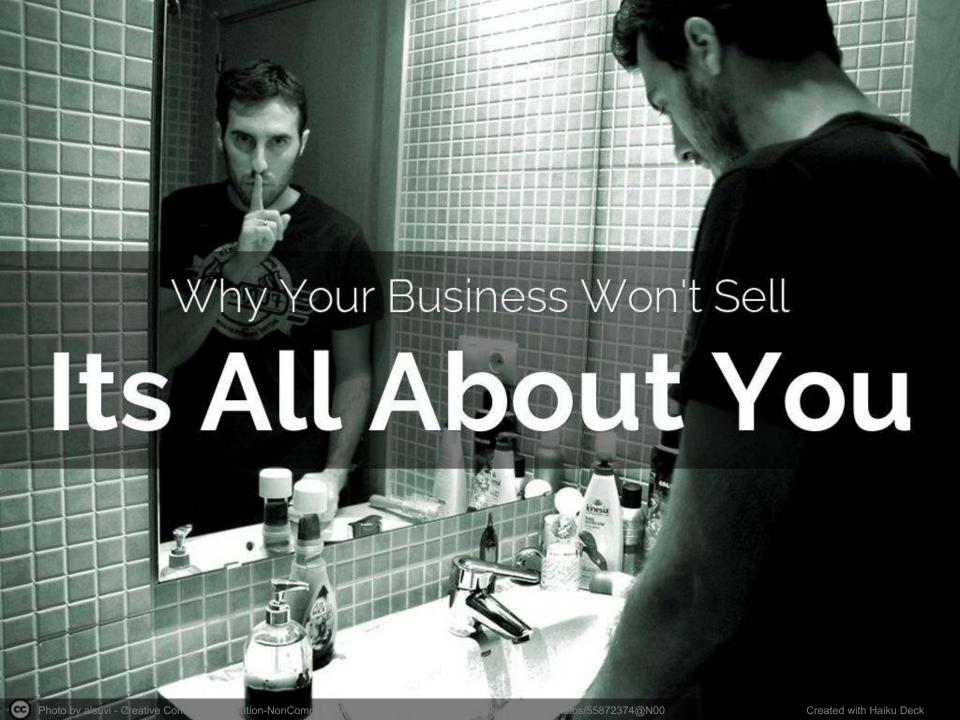
- Part I Why Your Business Won't Sell
- Part III What You Can Do About It
- Part III Case Studies of Successful and Unsuccessful Business Sales

We will open the floor for questions after each part.

#### Part One Why Your Business Won't Sell

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#### Why Your Business Won't Sell You Have Nothing to Sell





# Why Your Business Won't Sell Numbers Don't Hold Up





## Why Your Business Won't Sell Undesirable Clientele







# Why Your Business Won't Sell Poor Market





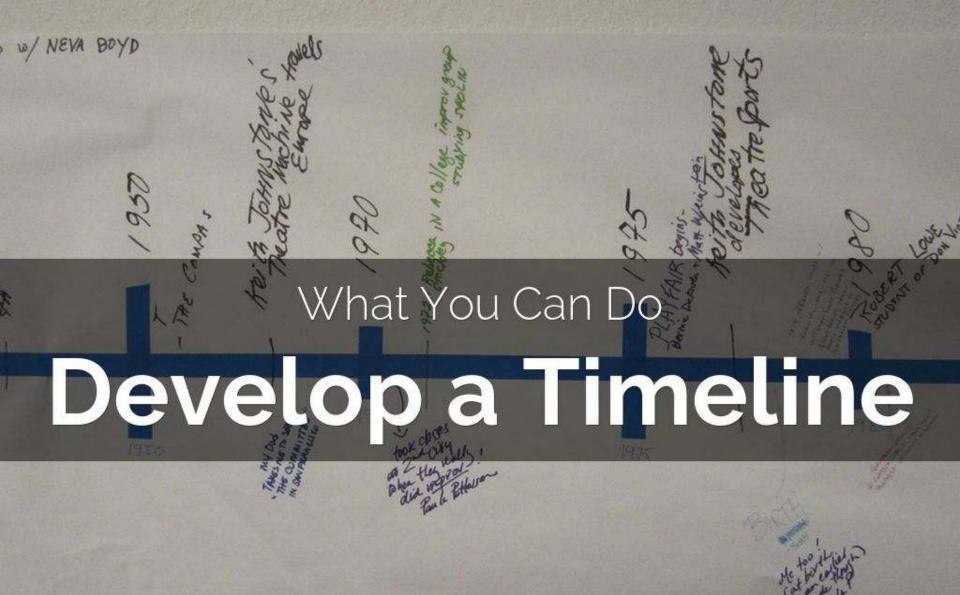




What You Can Do

#### Develop a Plan

What You Can Do Focus on Issues You Can Impact Niko









#### **Characteristics of Good Advisors** Technically proficient Experienced Will tell you the truth Photo by Mendeley.com - Creative Commons Attribution-NonCommercial License https://www.flickr.com/photos/33577340@N08 Created with Haiku Deck





# Questions

#### Case Studies

Winners and Losers

Case Study One Waiting Toc Created with Haiku Deck











# Case Study Seven Blind Luck

#### Inconclusion

- There are many ways to go wrong and not realize your objections in transitioning your business.
- The common threads of success are solid planning and follow-through.

## Questions

#### PrincipiumGroup

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