

# **BUSINESS SALES SEMINAR**

**Seminar  
Programme  
2012**



## **HOW TO SELL YOUR BUSINESS**

[www.selectbusinesssales.com](http://www.selectbusinesssales.com)

# SEMINAR PROGRAMME

## Background

Few business owners have sold a business before, and most are uncertain about the best way to go about it. To bridge this knowledge gap Select Business Sales run a series of free seminars to provide business owners with the information they need to make an informed choice.

We hope you become a Select client when it is time to sell, but the seminars are a genuine attempt to inform. Selling a business is a complex and stressful experience and at Select we believe that relationship with a well informed client lies behind most successful transactions.

## Seminar

Amongst other topics the seminar will cover:

- **Different ways to sell and which is best for your business;**
- **Valuation;**
- **Finding buyers;**
- **Driving up price through competition;**
- **Different methods of payment;**
- **Tax and financial Planning;**
- **Preparing to sell.**

## Dates and Times

All our seminars take place outside office hours to minimise disruption to your schedule and maintain confidentiality. Our 2012 seminars will be held in the following locations:

<b>London</b>	<b>February 3rd 2012</b>	<b>1:00 PM</b>
<b>Birmingham</b>	<b>April 3rd 2012</b>	<b>1:00 PM</b>
<b>Manchester</b>	<b>May 15th 2012</b>	<b>1:00 PM</b>
<b>Nottingham</b>	<b>June 13th 2012</b>	<b>1:00 PM</b>
<b>London</b>	<b>September 28th 2012</b>	<b>1:00 PM</b>
<b>Birmingham</b>	<b>October 12th 2012</b>	<b>1:00 PM</b>
<b>Manchester</b>	<b>November 6th 2012</b>	<b>1:00 PM</b>
<b>Nottingham</b>	<b>December 6th 2012</b>	<b>1:00 PM</b>

## The Select Approach

# SELLING A BUSINESS

Select Business Sales are specialists in selling owner managed businesses for the best possible price.

The Select Business Sales approach is refreshingly different to many of our competitors. Our approach to maximizing value is based on three main principals:

- We **SELL THE FUTURE** of your business not the past;
- We use professional researchers to **IDENTIFY FAR MORE POTENTIAL BUYERS** by researching not just competitors but complementary businesses and potential overseas buyers;
- We **ACTIVELY BUT DISCRETELY MAKE DIRECT CONTACT** with all the potential buyers to generate a competitive situation that will drive up the selling price.

The truth is that many of our competitors do alarmingly little active selling or marketing of their client's businesses. Instead they rely on a trickle of potential buyers responding to advertising and circular letters over a long period of exclusivity.

This may be an effective business strategy for them, but is extremely damaging for a client whose business remains on the market for long periods of time.

We are so confident in our approach that we ask for only 100 days exclusivity after the completion of the sale documentation. After that you can dispense with our services at only 30 days notice - but why would you give notice to a company that is actively generating a stream of potential buyers?

## BOOKING A SEMINAR

### Contact Us:


To book a seminar or find out more about our services phone us at:

**01604 432964**

Or cut out the form below and post or fax to:

Select Business Sales, 17 Tudor Court, Wootton Hope Drive,  
Wootton, Northamptonshire, NN4 6FF  
Fax: 01604 420143

You can also reach us at: [enquiries@selectbusinesssales.com](mailto:enquiries@selectbusinesssales.com)

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**SELECT BUSINESS SALES—SEMINAR PROGRAMME**

Name: \_\_\_\_\_ Company: \_\_\_\_\_

Address: \_\_\_\_\_

Phone (Day): \_\_\_\_\_ Phone (Evenings): \_\_\_\_\_

Mobile: \_\_\_\_\_ Email: \_\_\_\_\_


\_\_\_\_\_ Postcode \_\_\_\_\_

Seminar Date: \_\_\_\_\_ Location: \_\_\_\_\_

To maintain confidentiality I would prefer to be contacted by:

Day Phone / Evening Phone / Mobile / Email / Post  
(Please circle one)

Please call me to discuss seminars or arrange a Client Manager  
appointment.

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Select Business Sales is a trading name of Corporate Development Solutions Limited  
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