

ROUNDTABLE: Dressing Up Your Company For Sale

Breakfast Roundtable Discussion - Wednesday, February 17, 2016

Our final topic in the Business Owner's Guide to Survival, Growth and Wealth roundtable discussion series focused on "Dressing Up Your Company For Sale."

This session introduced business owners to the strategies necessary for maximizing the value of any sale and will provide insight regarding:

- When to start preparing for sale
- Five things to do (before going to market) to increase your company's value by at least \$1 million
- Legal issues to address prior to sale
- Screening criteria for evaluating your business (from a billion dollar private equity firm's perspective)
- Business attributes that buyers will pay more for
- How to avoid hidden land mines that will destroy the sale of your business
- What to expect during due diligence

The discussion was led by leading experts who routinely assist business owners in obtaining a premium financial value for their businesses, including:

John Boyd, Partner, Touchstone Advisors, LLC

Andrew C. Glassman, Chair of the Business & Finance Practice, Pullman & Comley, LLC

Jeffrey Rich, Partner, Touchstone Advisors, LLC

Professionals

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Andrew C. Glassman

Practice Areas

Business and Finance