1. Explore Your Best Options
Before you begin, assess your needs, identify your skills and strengths. Determine the type of business that suits your lifestyle.

2. Find the Right Business
Search online listings and reach out to your network. Evaluate your options. Look at financials, value drivers and future earning potential.

3. Make an Offer
An offer begins the negotiation process. Expect a counter offer, and the dance continues.

4. Get Financing
Research your options. There are many ways to finance the purchase of a business. You may be surprised!

5. Choose the Deal
Consider the value of your business, the market conditions, your personal financial situation, and the impact of the deal on your future.

6. Grow Your Business & Prepare for Your Exit
Develop ways to add value to your business over time. Get your financials in order ahead of time.

7. Set an Asking Price
Consider the value of your business, the market conditions, your personal financial situation, and the impact of the deal on your future.

8. Attract Qualified Buyers
Create a well-written, compelling business profile that highlights your business strengths and opportunities. Utilize your network to reach potential buyers.

9. Negotiate Offers
Negotiate to a position of strength. Other offers may seem attractive, but your skills and strengths, price, terms and conditions — what you can accept and what you won’t — are critical.

10. Finalize the Deal
Prepare for final due diligence. Review and verify that all information is correct & accurate. Agree to final terms & conditions. Transfer ownership.