

**SESAME
BANKHALL
GROUP.**

**What are your options
when thinking of
succession planning?**

ExitPathway.

Selling your business is a significant decision, and it's crucial to get it right. That's where Bankhall comes in. Unlike traditional mergers and acquisition (M&A) brokers, we work closely with you to help prepare your business for sale.

We thoroughly examine everything from data quality to regulatory and compliance standards. By identifying and fixing potential issues before a buyer sees them, we help protect and often increase your sale value. Our expertise in risk and regulation also streamlines the due diligence process, reducing the chance of delays or last-minute deal breakers. If there's untapped growth potential in your business, we'll highlight it, giving you the chance to boost your valuation before going to market.

We don't stop there. We use our extensive Sesame Bankhall Group network to help find the right buyer who aligns with your goals, values, and culture. When it's time to negotiate, we're with you every step of the way, from initial discussions to exchange and completion.

With trusted consultancy, practical tools, and end-to-end support, we're your proactive partner for life, whether you're ready to sell now or preparing for the future.

What are your options when thinking of succession planning?

Succession planning is essential to maximise the value of your business and to minimise the disruption for customers and employees. There are so many considerations but here are a few:

Be clear on what you would like

Being clear on how you would like a deal to be structured is key, do you want a straight-forward sale where someone acquires the shares or assets paid over a number of years? Or would you like to be more involved going forward and be prepared to go on a growth drive with the acquirer? Having an idea in your head around what good looks like will help us to identify the right acquirer to introduce you to.

Be prepared

Acquirers will pay a premium for a low-risk, well-run firm. It is helpful to have information to hand to expediate the process and enable a smooth transaction. Going through the sale process can be time consuming, be prepared to get some help to gather information or to allocate resource.

Don't underestimate your own emotions as you go through the process. It can be a highly stressful process and ultimately a major change in your professional career.

Understand your options

There are various options when selling your business:

- An asset purchase
- A trade and asset purchase
- A share sale
- A management buyout
- An employee ownership trust

When it comes to selling to an external party, the transaction structure will be driven by your own specific plans and existing proposition. It's not uncommon for firms to be offered an asset purchase or a trade and asset purchase. Be prepared to be open minded and take time to understand the offers put forward and the implications for your customers, your staff and yourself.

If you decide to go down the route of internal succession planning, be prepared to consider a longer-term payment structure (earn out) . Ensure that staff taking over the business have support around them to mentor them and help them through the transition of becoming a business owner. Your clients and earn out will rely on their success.

This guidance note is provided for informational purposes only and does not constitute legal advice. While every effort has been made to ensure the accuracy of the information contained herein, we do not accept any liability for any errors or omissions. You are advised to seek professional legal advice if you require specific guidance.