

## **What Will You Do When Your Business Sells For Half Its Worth . . . Because You're Not Preparing the Business for Sale NOW?**

Dear Friend,

Don't wait until you're ready to sell your company to start thinking about business exit strategies. A great exit strategy actually will increase your profitability near-term. You'll also be in a position to earn MUCH more when you sell.

Best of all, there's a team of local business talent – top exit strategy consultants in Perth – who can help make world-class profit magic happen for you!

The consulting team of Thexton Armstrong Mandic offers business owners in Perth decades of exit planning experience. We've helped companies like yours earn tens of thousands more dollars than they would have when selling. In some cases, we've helped them earn hundreds of thousands more.

But we've also seen the downside of not tapping consultants in Perth such as of Thexton Armstrong Mandic. Without experienced hands on the wheel – preparing a business for sale in more strategic ways – you risk setting yourself up for financial distress . . .

### **Low Business Value: The Surprise You Never See Coming**

When you've done little to no exit planning, you're likely to be upset with the money offered when trying to sell. You may have waited too late to learn the fine art of how to sell a business. The years of blood, sweat and tears you've poured into your company won't matter . . .

In many cases, few offers will be made – and those could be so low they're *insulting*. Or worse: *You could receive no offers at all!*

You might have had retirement in mind, imagined transitioning to a worry-free life in a number of years. But upon learning your business worth, you discover you just can't afford to sell it. Even more troubling, you could be blind-sided by the unthinkable and be forced to sell for less:

Divorce, a health crisis, lack of capital, poor employee relations, a never-ending sales slump and other issues can knock on your door at any time. Sometimes, you simply don't see these things coming. Each can devastate a business.



## SEO Sales Letter: Business Valuation Consulting Service

This is why you execute an exit strategy well in advance – even if you don't plan to retire soon. Preparing a business for sale beforehand provides you protection, a “what if” safety net. You never know what's around the next corner, never know if/when you'll be forced to sell . . .

What would you do if you find yourself on the other side of a disappointing sale? What impact would that have on your lifestyle or dreams? All of the consultants in Perth *combined* couldn't save you.

### So, What is My Business Worth Now?

Great question! Your business worth depends on how well you manage the perception that buying it is a big risk. You'll get **better, more lucrative** offers by *lowering* the risks evident in your business.

There are about 70 factors that dramatically impact the value of a business. Smart business exit strategies address most if not all of them. The goal is reduce anxiety about your company's ability to perform well **long** after someone buys it. You must paint them an irresistible picture of profitability.

But painting such a magical picture doesn't happen overnight. *It usually takes two to three years to increase a company's business value*. Let another year or two pass before addressing the vulnerabilities, you'll be lucky to make even half of your estimated business worth . . .

### Best-selling Business Factors

As experienced consultants in Perth, we're skilled at creating and executing the business exit strategies that area business owners need. Thexton Armstrong Mandic specialise in preparing a business for sale regardless of size or industry. We have a proven track record of helping companies increase business value.

Allowed the privilege of working with **you**, we'll help get your company ready to sell for more. What we do will make it sell quicker and easier, too!

Here's what distinguishes our services among consultants in Perth: We guide business owners through every category of strategic positioning. *This is how we help you attract BIGGER offers*.

We understand the nuances and positioning that buyers analyse – and we execute with you to meet their low-risk expectations. If your company carries risk in any of the following (or other) categories, our exit planning service will increase business value in terms of:

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- **Demonstrating Brand Significance**
- **Operating in a Growth Market**
- **Developing Longer-term Sales Contracts**
- **Flexing Niche Dominance**
- **Building Customer Loyalty**
- **Strategic Patents and Intellectual Property Development**
- **R&D Leadership Opportunities**

### Contact Us for a FREE Consultation

If you're in search of knowledgeable consultants in Perth, allow Thexton Armstrong Mandic to help you. We'll show you steps to make your business more profitable *right now*. This is essential in preparing a business for sale – whether to relax in retirement or survive a crisis.

The process begins with a **Free Consultation**, where we identify ways to increase business value for your company. This is the secret to exiting on top – the fine art of how to sell a business. This is how Thexton Armstrong Mandic makes more money happen now *and* for the future!

For a **FREE Consultation**, contact:

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