

# Are You a Seller?



*Selling your business is a major decision for which you must be uniquely prepared. It's important to remember there is no right or wrong time to sell. The decision is both personal and professional, and should be made based on your individual circumstances.*

*This self-assessment is **for your eyes only**, allowing you to take an inventory of where you are in the timeline of selling your business. If you answer YES to at least eight of these questions, the timing may be right to sell your business.*

Seller Assessment	YES	NO
1. Have you thought about selling your business more than once in the last year?		
2. Are you feeling burned out by the day-to-day grind?		
3. If you sold today, would you plan to retire after the sale?		
4. If you sold today, would you like to stay on and grow the business more with a solid financial partner?		
5. In your opinion, has the growth of your business peaked on your watch?		
6. Do you have a strong management team to assume your role post-sale if you elect to leave?		
7. Do you have a strong leadership succession plan?		
8. Does each individual customer account for less than 10 percent of your total revenue?		
9. Have you achieved modest revenue growth in the last five years?		
10. Is your business profitable?		
11. Are your financial statements in order?		
12. Building a business is personal. Are you mentally ready to sell and hand it off to someone else?		
13. Would your family be supportive of a sale?		

**Bonus Question:** Does the idea of not having employee challenges, demanding clients, technology investments, business tax filings, expanding competition, and cancelled business flights appeal to you? Yes/No?