

IRC Investments

Seller Articles

Below you will find a number of articles related to selling a business. These are intended to give you a brief introduction to the process. One of our broker associates will be able to walk you through the entire process from making the decision to list to the closing and transition.

Selling your business?? Here is why you should never, ever, ever negotiate the sale on your own!

There is a saying in the legal profession “Any lawyer that represents himself has a fool for a client.” So you have made the decision that you want to sell your business. There are many questions to ask yourself and your professional advisors. One of the most important will be, do I need a Broker...

The truth about M&A firms- A must read for any business owner contemplating a sale!

The current marketplace for buying and selling a business unfortunately can be treacherous terrain. Unlike Real Estate which utilizes an MLS (Multiple Listing Service), the private business for sale market does not and this makes it much more challenging than selling a home or commercial space. So therefore when the decision has been made...

EXIT PLANNING; is it worth my time? ABSOLUTELY!

The exit planning process is a great thing to do especially if you are contemplating leaving your business in the next few years. There are a number of reasons to think long and hard about an exit strategy however, the most important reason of all is to maximize the value of your business...

Seller Financing: The Basics

Seller financing has always been a mainstay of business brokerage. Buyers don't have the capital necessary to pay cash, are unable to borrow the money, or are reluctant to use all of their capital. Buyers also feel that a business should pay for itself and are wary of a seller who wants all cash...

Rating Today's Business Buyers

Once the decision to sell has been made, the business owner should be aware of the variety of possible business buyers. Just as small business itself has become more sophisticated, the people interested in buying them have also become more divergent and complex. The following are some of today's most active categories of business buyers:

Why Sell Your Company?

Selling one's business can be a traumatic and emotional event. In fact, "seller's remorse" is one of the major reasons that deals don't close. The business may have been in the family for generations. The owner may have built it from scratch or bought it and made it very successful...

Who Is the Buyer?

Buyers buy a business for many of the same reasons that sellers sell businesses. It is important that the buyer is as serious as the seller when it comes time to purchase a business. If the buyer is not serious, the sale will never close. Here are just a few of the reasons that buyers:

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Why Do Deals Fall Apart?

In many cases, the buyer and seller reach a tentative agreement on the sale of the business, only to have it fall apart. There are reasons this happens, and, once understood, many of the worst deal-smashers can be avoided. Understanding is the key word. Both the buyer and the seller must develop an awareness of:

Buying (or Selling) a Business

The following is some basic information for anyone considering purchasing a business. It may also be of interest to anyone thinking of selling their business. The more information and knowledge both sides have about buying and selling a business, the easier the process will become...