



Mergers & Acquisitions • Business Valuations • Financial Services

Is Now a Good Time to Sell Your Business?

— By Kevin Hirdes

There are a variety of reasons to sell a business. The reasons people sell are diverse, but one thing that is common to all sellers is that they want the best return possible. That means if you're a business owner looking to sell your company, you shouldn't do so in haste. Careful planning is the key to having a successful transaction.

With the investment returns in financial markets at low levels, many financial buyers are looking to business ownership interests as a controlled measure to boost their earnings portfolio. Given the relative volatility in the stock markets for some time now, there is significant investment capital sitting on the sidelines, waiting to be deployed. NuVescor has a vast amount of parties desiring to acquire a business that is a synergistic fit for their acquisition profile within a broad range of industries and sectors.



If you are considering selling your business or a divisional divestiture, the following recommendations should help you achieve your objectives.

- **Don't overlook significant additional value** within the Income Statement and Balance Sheet when selling your business. Normalization adjustments, often overlooked by sellers, represent significant hidden values contained within your company. NuVescor, along with your financial and legal advisors, will help maximize your business value by accurately reflecting the normalized, adjusted earnings. There is much more than "Net Income" that is factored into the ultimate transaction price. Making sure these critical adjustments are recognized and part of the financial consideration in the transaction is essential.

- **Maintain confidentiality** - It is important that it **remain confidential** that your business may be available for acquisition. NuVescor and its team of experts will market your company in an **absolute confidential manner** with the business owner approving the process. As a trusted third party, NuVescor will work with you to choose the right proposal that will help you realize your goals and objectives.

NuVescor Group is privileged to represent business owners and stockholders across North America and the world. Founded on the core principles of *Integrity, Confidentiality* and *Trust*, NuVescor is passionately committed to *Excellence in Mergers & Acquisitions*. Contact us for a complimentary confidential valuation in which we will share best strategies and practices to help you accomplish your goals and objectives. For more information, please visit our website at www.nuvescor.com.

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