

Selling your Business with Centurion Market Makers

Centurion represents you in the sale of your business, equity position or client book. From our experience, there are at least three principal components that need to line up, before a successful transaction can occur:

- People - a cultural and personality fit between you and the buyer;
- Business model compatibility between acquirer and seller,
- Mutually acceptable price and terms.

Sales Process

We will provide you template to prepare a Profile of your Business, which details the key characteristics and features of interest to most potential buyers.

The Profile is non-identifying, protecting your confidentiality. It serves to provide a potential acquirer an insight into the nature of the opportunity, and for us to gauge their interest.

If our assistance is required in the preparation of your Business Profile, we charge a fixed fee.

Then we introduce suitable buyers/investors, manage the negotiation process, and run the transaction process through to completion.

When we complete the sale of your business our fee is charged as a % of the sale value achieved.

At the start, you will need to assist Centurion by:

- a. Providing information for the preparation of an information memorandum;
- b. Sign a confidentiality, agency and fee agreement with Centurion.

See **“Guide to selling your business”** download from www.centurionmarketmakers.com.au