

Arizona Business Center Launches The ABC Exit Coach

By Arizona Business Center Consulting Group

Dated: Mar 04, 2008

The Arizona Business Center is offering its ABC Exit Coach™ to owners of privately held businesses who want to save hundreds of thousands of dollars in brokerage commissions by managing their own sale.

After two years of development and testing with Arizona business owners, the Arizona Business Center is offering its ABC Exit Coach™ to owners of privately held businesses who want to manage their own sale.

In announcing the new consulting service, ABC Managing Director, Robert Roth, Ph.D. stated “New technologies are making it increasingly easy for experienced business owners to sell their own businesses. The ABC Exit Coach™ provides them with the highly personalized knowledge and tools that they need.”

By utilizing the ABC Exit Coach™ to manage their own transaction, an owner can save hundreds of thousands of dollars on a smaller transaction and possibly more than one million dollars on a larger one.

The following is an example of typical brokerage fees versus the consulting fees that are typically involved in ABC Exit Coaching™ :

At a Selling Price of \$1,000,000, a typical brokerage fee or commission could be about 10%, or \$100,000. A typical ABC Exit Coach fee would be about \$25,000, a savings of \$75,000.

At a Selling Price of \$10,000,000, a typical brokerage fee or commission could be about 7%, or \$700,000. A typical ABC Exit Coach fee would be about \$75,000, a savings of \$625,000.

This comparison is based on typical fees. Naturally, actual costs vary based on the size and complexity of the sales process and transaction.

Dr. Roth personally delivers ABC Exit Coaching™ services. The process generally includes the following steps:

- Decide that it is time to sell (commit to doing that)
- Decide how to sell (or otherwise liquidate your investment).
- Value your business (based on a real valuation performed by an expert) and set your price and terms.
- Rethink your tax strategy (to show profit rather than shelter it).
- Think about confidentiality and the degree to which it needs to be maintained.
- Trade out some process improvement team members for new team players who are expert in preparing, packaging and selling your business.
- Get the books and other important records in order.
- Get the business in order – paint up, fix up and train up.

- Get your sales presentation package assembled, polished and ready to go.
- Assure that your management can carry on and give them the incentive to want to do that.
- Coordinate your financial planning for the business sale with your personal financial plans.
- Identify the full universe of high-potential buyers and start building relationships with them.
- Identify the full universe of high-potential intermediaries, who can introduce buyers, and start building relationships with them.
- Receive offers.
- Negotiate
- Accept an offer and help the prospective buyer through their due diligence process (and possibly renegotiate as part of that process).
- Get your deal done.
- Thank the team (preferably tangibly) that made your sale happen.

###

About the Arizona Business Center

The Arizona Business Center Consulting Group (www.AzBizCenter.com) consults in small business planning and management through its proprietary ABC ProfitPath™ model. It also provides ABC Exit Strategy Simulation™ and ABC Exit Coach™ services to business owners who seek to maximize the value of their business and to harvest the full measure of that value through an optimal sale.

Category	Business
Tags	small, Business, arizona, exit, strategy, coach, Selling, sell, consultant, advisor, robert roth, ph d
Email	Click to contact author
Website	http://www.AzBizCenter.com
Phone	480-287-6009
Address	4130 E. Van Buren Street, Suite 140
City/Town	Phoenix
State/Province	Arizona
Zip	85008
Country	United States
Link	http://prlog.org/10054767



Scan this QR Code with your SmartPhone to-
* Read this news online
* Contact author
* Bookmark or share online