

**Seminar
Programme
2010**

**BUSINESS SALES
SEMINAR**



**HOW TO SET ABOUT
SELLING YOUR
BUSINESS**

www.selectbusinesssales.com

SEMINAR PROGRAMME

Background

Few business owners have sold a business before, and most are uncertain about the best way to go about it. To bridge this knowledge gap Select Business Sales run a series of free seminars to provide business owners with the information they need to make an informed choice.

We hope you become a Select client when it is time to sell, but the seminars are a genuine attempt to inform. Selling a business is a complex and stressful experience and at Select we believe that relationship with a well informed client lies behind most successful transactions.

Seminar

Amongst other topics the seminar will cover:

- **Different ways to sell and which is best for your business;**
- **Valuation;**
- **Finding buyers;**
- **Driving up price through competition;**
- **Different methods of payment;**
- **Tax and financial Planning;**
- **Preparing to sell.**

Dates and Times

All our seminars take place outside office hours to minimise disruption to your schedule and maintain confidentiality. Our 2010 seminars will be held in the following locations:

London:	Tuesday, January 26th 2010 6:30 PM
Northampton:	Tuesday, February 9th 2010 5:00 PM
London:	Wednesday, April 14th 2010 6:30 PM
Coventry:	Thursday, May 20th 2010 5:00 PM
Cambridge:	Tuesday, July 27th 2010 5:00 PM
Leicester:	Wednesday, September 15th 2010 5:00 PM
London:	Tuesday, October 26th 2010 6:30 PM
Northampton:	Wednesday, November 17th 2010 5:00 PM

SELLING A BUSINESS

The Select Approach

Select Business Sales are specialists in selling owner managed businesses for the best possible price.

The Select Business Sales approach is refreshingly different to many of our competitors. Our approach to maximizing value is based on three main principals:

- We **SELL THE FUTURE** of your business not the past;
- We use professional researchers to **IDENTIFY FAR MORE POTENTIAL BUYERS** by researching not just competitors but complementary businesses and potential overseas buyers;
- We **ACTIVELY BUT DISCRETELY MAKE DIRECT CONTACT** with all the potential buyers to generate a competitive situation that will drive up the selling price.

The truth is that many of our competitors do alarmingly little active selling or marketing of their client's businesses. Instead they rely on a trickle of potential buyers responding to advertising and circular letters over a long period of exclusivity.

This may be an effective business strategy for them, but is extremely damaging for a client whose business remains on the market for long periods of time.

We are so confident in our approach that we ask for only 100 days exclusivity after the completion of the sale documentation. After that you can dispense with our services at only 30 days notice - but why would you give notice to a company that is actively generating a stream of potential buyers?

BOOKING A SEMINAR

Contact Us:


To book a seminar or find out more about our services phone us at:

08452 777889

Or cut out the form below and post or fax to:

Evans Business Centre, Regents Pavilion, 4 Summerhouse Road-
Northampton NN3 6BJ
Fax: 01604 641201

You can also reach us at: enquiries@selectbusinesssales.com



SELECT BUSINESS SALES—SEMINAR PROGRAMME

Name: _____ Company: _____

Address: _____

Phone (Day): _____ Phone (Evenings): _____

Mobile: _____ Email: _____


_____ Postcode _____

Seminar Date: _____ Location: _____

To maintain confidentiality I would prefer to be contacted by:

Day Phone / Evening Phone / Mobile / Email / Post
(Please circle one)

Please call me to discuss seminars or arrange a Client Manager
appointment.

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Select Business Sales is a trading name of Corporate Development Solutions Limited
Registration Number: 5004435
Registered Office: Evans Business Centre, Regents Pavilion, 4 Summerhouse Road,
Moulton Park, Northampton, NN3 6BJ