

When to Sell Your Business: Complete Checklist

www.fiduciaadamantina.ae

1. Your Business Is Performing at Its Peak

Yes	No
Revenue has grown consistently for at least 2 years	Profit margins are at or near highest levels
Cash flow is strong	You're capturing more market share
Customer retention rates are high	Your business is operating efficiently

2. You're Emotionally Ready to Step Away

Yes	No
You have clear plans for life after the sale	You're excited about your next chapter
You can imagine someone else running your business	You're not selling due to burnout or frustration

3. Your Business Runs Well Without You

Yes	No
You have a strong management team in place	Key processes are documented and systemized
Your business can operate profitably for 30+ days without you	Important customer relationships extend beyond just you

4. Market Conditions Favor Sellers

Yes	No
Buyer demand is strong	Financing is available for acquisitions
The market is active with good recent transaction values	The economy is stable with favorable interest rates

5. You Have Clear Financial Security Post-Sale

Yes	No
The sale will meet your long-term financial goals	You've factored in taxes and fees
You're comfortable with the investment risk of your sale proceeds	You have a plan for managing your post-sale wealth

6. You See Major Industry Changes Coming

Yes	No
Industry disruption or new technology is threatening your business model	Regulatory changes could affect your business
Major competitors are entering your market	Economic shifts are impacting your industry

Next Steps After Completing the Checklist

1. **If 3 or more signs apply**, it may be the right time to sell your business.
2. **Get a professional valuation** to assess your business's worth.
3. **Consult with an M&A advisor** to understand the current market conditions.