HYDE HOUSE
BUSINESS BROKERS

The Sales Process

make sure you are ready, willing and able to complete a transaction

Appoint your business broker. The key skill of the broker is finding a buyer..agree how this process is going to take place before enabling your broker to take action on your behalf

The broker then begins to market your business confidentially using a quality information document

The broker attends initial meetings as and when potential buyers are identified... secures an NDA

The broker Involves you in meetings when potential purchaser demonstrates significant interest and ability to afford purchase.

Broker negotiates deal that is acceptable to you and the purchaser

Purchaser appoints solicitors and constructs an offer letter

If accepted the broker advises on appointment of solicitors and invites heads of terms from purchaser/purchaser's solicitor

Our Solicitor advises on signing the heads which is a document outlining the key terms and conditions of the deal. Except for granting exclusivity for an agreed period the heads are not usually legally binding.

The purchaser organises legal, financial and commercial due diligence involving site visits

The Purchaser's solicitor drafts a sales and purchase agreement

Once agreed and subject to due diligence being satisfactory then the contract is signed, the consideration wired to our account and the deal is done!