

NEGOTIATING AND CLOSING

ONCE AN OFFER HAS BEEN RECEIVED ITS TIME TO BE CREATIVE.

THERE ARE INFINITE VERSIONS OF OFFERS IN BUSINESS BROKERAGE. RANGING FROM LETTERS OF INTENT TO OFFERS ON RESIDENTIAL FORMS TO ANY NUMBER OF DETAILED OFFERS ON CUSTOM FORMS.

THE ONE THING WE CAN PREDICT IS THE OFFER WILL SELDOM BE IN THE FORM EXPECTED BY THE SELLER.

FLEXIBILITY IS A KEY ATTRIBUTE FOR PRESENTING AND ASSESSING OFFERS.

ASSESSING THE RISK INHERENT IN EACH TERM AND CONDITION IS CRITICAL.

HAVING A DEEP KNOWLEDGE OF THE BUYER IS IMPORTANT IN ASSESSING TERMS AND CONDITIONS.

ONCE AN OFFER IS ACCEPTED THE REAL WORK STARTS.

EARLY ON WE HAVE ACCOUNTANTS, LAWYERS AND OFTEN NUMEROUS DUE DILIGENCE CONSULTANTS JUMPING IN, NEEDING COORDINATION, GUIDANCE AND COMMUNICATION.

QUESTIONS NOT ASKED DURING NEGOTIATIONS ARE ASKED NOW.

AN ENGAGED QUARTERBACK IS ESSENTIAL TO SUCCESS IN THIS WORK.

CONSTANT COMMUNICATION IS MAINTAINED TO MAKE SURE ANY CHANGES OR SURPRISES ARE RESOLVED IMMEDIATELY.

AS THE DEAL GETS CLOSER TO CLOSING THE ONUS IS MORE ON THE LEGAL, TAX AND ACCOUNTING ADVISORS AND LESS ON THE BUSINESS BROKER.