

Tips for Increasing Chances of a Successful Sale

1. Establish goals to provide direction.
2. Focus on increasing profitability.
3. Manage cash flow.
4. Build a strong management team.
5. Monitor key performance indicators.
6. Make your business unique.
7. Expand your customer base.
8. Maintain accurate financial records.
9. Work with professional advisors.
10. Work on your business, not in your business.