

## SELLER SUITE

Between calculating an asking price and finding a buyer with suitable financing, selling a business can be challenging. Seller Suite provides a more efficient approach to selling your business by providing the information needed to accurately price your business and the resources to attract quality buyers.

### Seller Suite Consists of 2 Parts:

# 1

#### **Business Valuation**

Guidant provides reports to help you understand what your business may be worth, so you can determine an asking price.

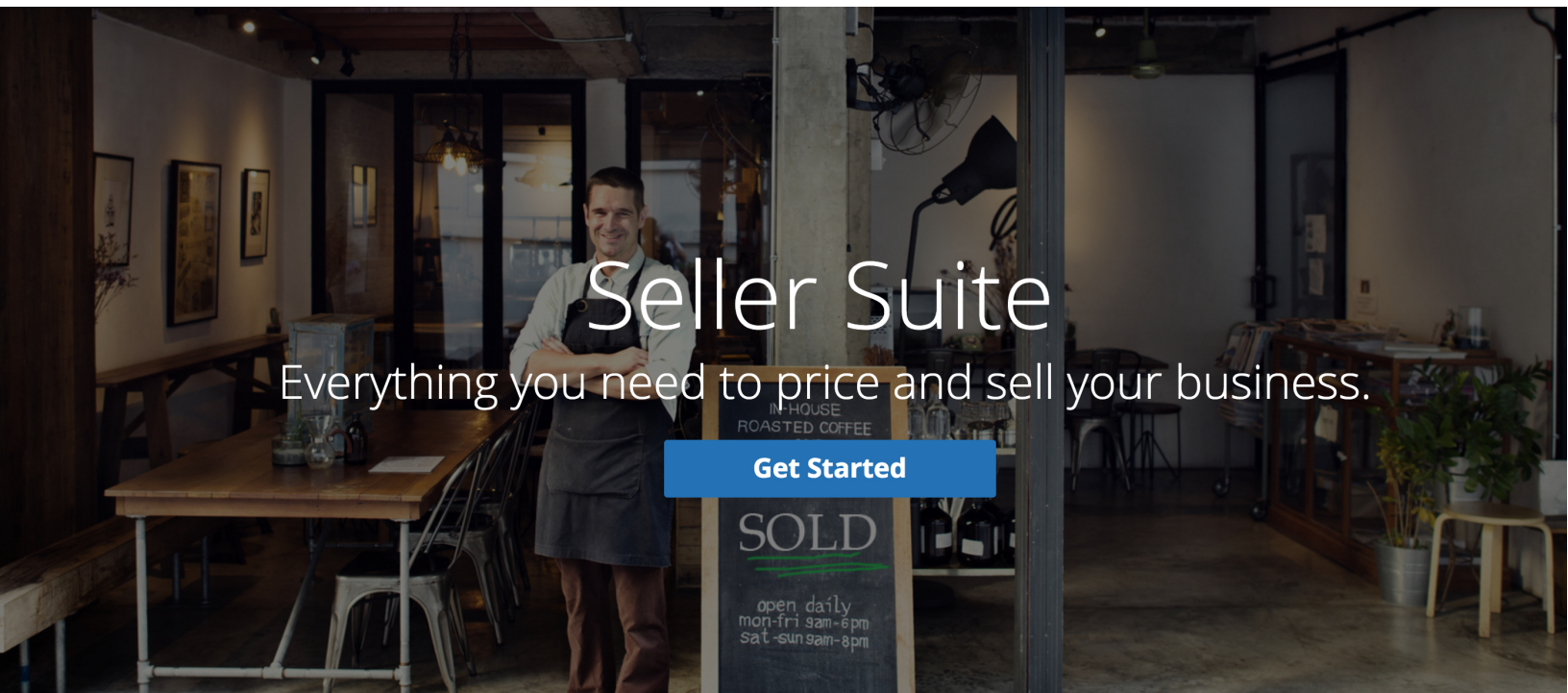
- ✓ Estimated Business Valuation
- ✓ Financing Assessment
- ✓ Dedicated Valuation Specialist

# 2

#### **Buyer Toolkit**

We supply you with reports to attract potential buyers and ongoing support to help buyers obtain financing to purchase your business.

- ✓ Business Summary Flier
- ✓ Business Valuation for Buyers
- ✓ Asking Price Financing Assessment
- ✓ Buyer Funding Qualification
- ✓ Custom Business Summary Web Page



## THE PROCESS

Follow these five easy steps to get the information you need to help price your business and the resources to attract quality buyers.

### Step 1 **Sign Up & Gather Financials**



Sign up through the form and you'll receive a link to the email you registered with, inviting you to take a business valuation survey. You'll need to have your most recent profit & loss statement, federal tax returns from the last three years and a current balance sheet and income statement.

### Step 2 **Take the Business Valuation Survey**



Next, fill out the business valuation survey, which should take less than 10 minutes if you have the above documents handy or have filled out [the guide](#). Once we receive your payment, we'll have everything we need to create your business valuation.

### Step 3 **We Produce Your Pricing Reports**



Once you have made your payment, we'll begin building your valuation report and creating the assets to help you decide what your asking price should be. This will take us one full business day. Once complete, you'll receive a link to a secure folder where you can download your valuation.

### Step 4 **We Create Your Buyer Toolkit**



After you've carefully reviewed your business valuation, let us know what your asking price will be and then send us two business images. Within one business day, we'll produce your buyer toolkit, which will contain resources to help you promote and impress prospective buyers.

### Step 5 **We Support You Until You Sell**



With your buyer toolkit in hand, you can begin to promote your business and attract prospective buyers. We'll support you through this process and can qualify buyers based on their ability to afford your business. We can also help buyers obtain financing if needed.