



Strategic Divestiture Checklist **for Sellers**



Mastering divestiture for optimal outcomes

A well-executed divestiture can streamline operations, unlock value, and position the remaining business for stronger focus and growth. This checklist provides sellers with a comprehensive framework to navigate the complexities of selling a business. It emphasizes the transactional aspects and the strategic, financial, and operational assessments crucial for maximizing the value of the divestiture. It ensures that every step, from preparation to sale execution, aligns with broader business goals, facilitating a smoother transition for all stakeholders involved.

Follow this guide to effectively manage your divestiture process and secure the best possible outcome for your business.



PREPARE THE BUSINESS FOR SALE

- Ensure financial records are accurate and complete.
- Optimize key business processes to enhance attractiveness to buyers.

NEGOTIATION STRATEGY

- Develop a negotiation strategy that maximizes sale value.
- Determine your walk-away conditions and key terms that need to be negotiated.

VALUATION AND FINANCIAL ASSESSMENT

- Obtain a professional valuation to understand the worth of the business.
- Prepare detailed financial projections and assessments.

DUE DILIGENCE FACILITATION

- Organize and prepare for due diligence by the buyer.
- Ensure all requested documents and data are readily available and presented transparently.

MARKET THE BUSINESS

- Identify potential buyers and tailor the marketing approach to their interests.
- Prepare an information packet that highlights the business's strengths and potential.

PLAN FOR EMPLOYEE TRANSITION

- Communicate effectively with employees about potential impacts.
- Negotiate severance or transition packages where necessary.

LEGAL PREPARATIONS

- ☐ Review all legal aspects of the sale with legal advisors.
- ☐ Prepare all necessary documentation for the transfer of ownership.

POST-SALE TRANSITION

- ☐ Work with the buyer to ensure a smooth transition.
- ☐ Plan for your role post-sale, whether in an advisory capacity or a clean exit.

MANAGE STAKEHOLDER COMMUNICATION

- ☐ Develop a communication plan with suppliers, customers, and other business partners.
- ☐ Ensure that communications emphasize continuity and the benefits of the transaction.

RISK MITIGATION

- ☐ Identify potential risks associated with the divestiture.
- ☐ Implement strategies to minimize these risks.

GET IN TOUCH

Let's partner up and
bring your ideas to life.

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