

Strategic Divestiture Checklist for Sellers





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.



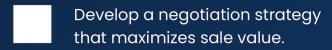
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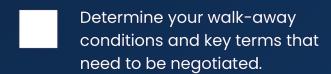
PREPARE THE BUSINESS FOR SALE

Ensure financial records are accurate and complete.

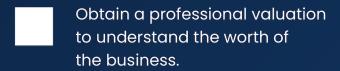
Optimize key business processes to enhance attractiveness to buyers.

NEGOTIATION STRATEGY





VALUATION AND FINANCIAL ASSESSMENT





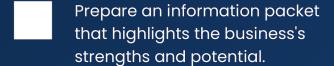
DUE DILIGENCE FACILITATION

Organize and prepare for due
diligence by the buyer.



MARKET THE BUSINESS

Identify potential buyers and tailor the marketing approach to their interests.



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.

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

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