

Buying a Business

A Simple Guide

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Find the right business

You can find businesses for sale through online directories, word of mouth or registered business brokers. It's wise to take time and consider your interests and background experience. This may help you narrow your search to an industry and marketplace that's right for you.



Financing & Legal Structure

If you require financing to purchase the business, you'll need to secure appropriate financing arrangements. Your accountant and financial adviser or mortgage broker can assist. It is also important to consider what legal structure you will use to run the business and its tax implications.

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Evaluate the business

Conduct a preliminary evaluation when you have found a potential business. This may involve analysing the market, assessing the competition, and evaluating the business's operations and growth potential. If the preliminary evaluation is satisfactory, you can then conduct a thorough financial and legal due diligence with the help of an accountant and a lawyer.



Negotiate terms & conditions

Once you are satisfied with the results of the due diligence, you and the seller need to negotiate the purchase terms and conditions. This includes the purchase price, plant and equipment, supplier contracts, goodwill etc. It's crucial to be clear and thorough during the negotiation process.

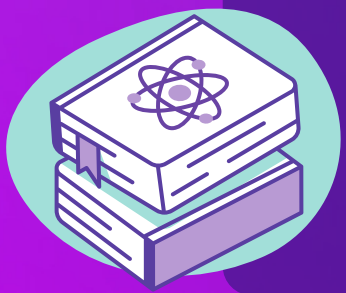
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Prepare legal documents

Once the purchase terms and conditions have been negotiated, you'll need a lawyer to prepare the legal documents. This may include a [Business Sale Agreement](#), Asset Sale Agreement, Share Sale Agreement, Lease Agreement, and other legal documents as necessary. It's advisable to work with a [qualified lawyer](#) to ensure that all legal aspects of the acquisition are properly addressed.



Business settlement

After both parties have agreed on the terms and signed the legal documents, and necessary approvals obtained, the sale can be completed. The ownership of the business is formally transferred. And now all necessary financial arrangements, such as making payment for the purchase price, must be completed.

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