

# BUSINESSES FOR SALE IN CALIFORNIA

## SELLER'S ACTION LIST

Businesses For Sale In California has perfected the most comprehensive Business Sales Program ever developed! It has been designed and perfected to get your business SOLD quickly, confidentially and at the best possible price and terms.

In order to put our comprehensive Business Sales Program into action, we will need the following items from you:

### PHASE 1:

- ❑ Financial Statements for 2021 and 2022 along with the most recent "Rolling 12 Financial Statement."

### PHASE 2:

- ❑ A complete list of business assets, furniture, fixtures, equipment, vehicles, etc. along with an estimated fair, Used Replacement Value of each item. We will assist you in determining the Used Replacement Values.
- ❑ The value of the Inventory, at landed cost, which will be included in the Purchase Price.
- ❑ A copy of your premises lease or details on the real property that will be included in the sale of the business.

### PHASE 3:

- ❑ A summary of existing equipment financing and leasing agreements (if applicable).
- ❑ Copies of any Franchise Agreements, License Agreements, Dealership Agreements / Distributorship Agreements.

### PHASE 4:

A brief history of the business to include:

- ❑ Information on your products and services, how you market them and to whom.
- ❑ Information on your industry, company history, competitors, growth potential, etc.
- ❑ Any other information that you believe would be valuable in presenting your business in the most favorable manner.
- ❑ Copies of your promotional materials.

**The above information will be kept strictly confidential.**