

## Part VI: Preparing for the Eventual Sale

“If there is not any endgame, we’re in quicksand.

We take one more step, and we’re still there,  
and there is no way out”.

RICHARD SHELBY

The steps we will follow, for the final Part VI: Preparing for the Eventual Sale are:

- (i) Reminder that the entire process outlined throughout the eBook and [eLearning Program](#) is in fact the ultimate preparation. Preparation is not best as a single event when you are ready to sell. That is too late.
- (ii) Define the most likely types of buyers for your business, so you can decide which are relevant in your situation.
- (iii) Discuss the people that you may decide to involve in the process
- (iv) Outline to typical steps of properly and effectively selling your business. As outlined, step by step in our [eLearning Program](#).
- (v) Summary comments as we conclude this eBook



*The Eventual Sale*



- Some important facts
- Potential buyers
- Sources of advice
- The steps of a successful sale
- eBook / eLearning Program summary comments

**Part VI: PREPARING FOR THE EVENTUAL SALE**

Visit [our eLearning Program](#) to view video