

J and L Consulting Group: Partners in strategic innovation and implementation

Grooming Your Business for Sale

Why groom your business for sale?

There are a number of reasons, but the most common one is this: to satisfy the desire to release capital for new projects or for financial security.

The other reasons are:

- to deal with the reality that you are unwilling to manage or have become incapable of managing your business because it has now grown to a size well beyond your expectations, or none in your next generation has shown interest to take over the business should the need arise.
- to give the current management team the opportunity to become co-owners of the business as a reward for their loyalty.
- to find a much bigger partner to grow the business.

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