

SCALE for SALE

PART 3: WORKING TOWARDS A SUCCESSFUL EXIT

CHAPTER 10: PREPARING FOR YOUR EXIT

- 10.1 How easy is it to sell a company?
- 10.2 What are the things to consider when timing your exit?
- 10.3 What options could you consider when selling the business and what are the differences?
- 10.4 What should you do first once you have decided to sell?
- 10.5 What are the risks to be aware of when taking your business to market?
- 10.6 What are large corporate companies looking for when acquiring smaller tech businesses?
- 10.7 What is a typical sales process?

References / Further reading

Key takeaways

Homework

CHAPTER 11: WHAT IS MY COMPANY WORTH AND HOW MIGHT I GET A FULL PRICE?

- 11.1 What are the common methods used to value a business?
- 11.2 What should you do to create more shareholder value in a technology company?
- 11.3 What do you have to do to achieve a full price?
- 11.4 What consideration should be given to different deal structures?

References / Further reading

Key takeaways

Homework

CHAPTER 12: HOW CAN YOU IMPROVE YOUR CHANCES OF A SUCCESSFUL SALE?

- 12.1 What should you do before you start a sales process?
- 12.2 When you start a process what things should you do to improve your chances of success?
- 12.3 What are simple things to do during the sales process to ensure it doesn't get quickly derailed?

References / Further reading

Key takeaways

Homework

CHAPTER 13: WHAT HAPPENS NEXT? PROGRESSING THE BUSINESS UNDER CORPORATE OWNERSHIP

13.1 Closing the deal. What is it like?

13.2 Back in the Corporate World - How do you adjust to a new regime?

13.3 How do you improve your chances of achieving you earn-out working within a large organization?

References / Further reading

Key takeaways

Homework

CHAPTER 14: SUMMARY AND PARTING THOUGHTS

APPENDICES

Example: Key Components of a Confidential Information Memorandum

Example: Letter of Intent

Example: Due Diligence Check List (initial)