business
for sale

How to Sell a Business in South Africa Successfully

Believe it or not, selling your business has never been easier. If you are a business owner trying to sell or someone selling a business on behalf of someone else, Business for Sale is the secret weapon you'll need. With our online broking platform, you can prepare market-related valuations of your business while emails, enquiries, and marketing activities are managed from a central point.

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Author: **Inika Pieters**

Trying to sell your business can be a daunting task, and very stressful if not done correctly. It's even more difficult if you aren't entirely sure how to go about it, or where to even start. But don't stress because out there somewhere is a buyer looking to buy a business like yours -- so if you're ready to sell we're ready to give you all the tools you'll need.

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If you want to sell your business, there are 3 steps you must first follow. Luckily Business for Sales helps you do all three. These steps include:

- **Step 1: Get a Valuation**

When it comes to selling a business, getting the right asking price is perhaps the most important consideration. It is always crucial to know your worth! A business valuation is a process of determining a company's economic value in order to give owners an unbiased appraisal of its worth. Contact us and an expert will assist you with a market-related valuation for your business.

- **Step 2: Obtain a Draft Contract**

Selling a business is much more than finding a buyer and shaking on it. In the process of selling, you will have to deal with employment contracts, commercial lease agreements, or shareholders agreements. To make sure this process is done properly it's always recommended that you call in the professionals.

- **Step 3: Sales Agreement**

Once you have found the perfect buyer all you have left to do is seal the deal with a sales agreement contract.

Where Can I Advertise My Business for Sale?

If you've decided to sell your business via Business for Sale, you already have access to countless potential buyers and a great advertising platform. But if you're still looking to put the word out there consider the following tips:

- **Mix Online and Offline Channels:** Listing your business with us will cover the online advertising but it can also be useful to place a few ads in a local newspaper.
- **Consider Reaching Out to the Competition:** In certain circumstances, your best opportunity to sell is with your rival and/or local company owners that offer related items or services to your business.

The time to sell is now, and it's not even difficult because we'll do all the hard work for you! **Contact Business for Sale** today to sell your business.

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