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Selling Up & Living it Up Seminar - Belfast 7th Feb 6pm

BizSales Business Brokers, in conjunction with Focus Business Advisers and Willis Financial Services have organised a free seminar on Grooming your business for sale, selling it and enjoying the hard earned proceeds.

/24-7PressRelease/ - NEWRY, UK - February 02, 2008 - The seminar to be held at 6pm on Thursday 7th February 2008 at the Holiday Inn, Belfast will cover two essential areas:

- (a) the preparation required by business owners to maximise value & saleability;
- (b) the steps needed to be taken now to minimise tax and maximise owners' remittances from a sale.

Speaking on the night is Paul Clarkin, Director of Focus Business Advisers in Dublin, an experienced adviser on the purchase and sale of businesses throughout Ireland. Paul will be talking about the aim of Grooming and the features that make your business attractive to potential buyers. The talk will cover decisions on what aspects of the business to groom and working on the Value Drivers - Cash Flow, Profitability, Sustainability etc. in order to maximise the Sale Price.

Also speaking is John Bedford, Director of Willis & Co Financial Services in Belfast, a renowned expert in wealth management, tax planning, pensions and legal structures. During the seminar John will provide helpful information about how to prepare for the sale in terms of taxation of the proceeds and how financial affairs can be arranged to use existing and new structures to reduce or control the potential taxes that sellers might otherwise pay. Some of the content will be very relevant in the light of the recently announced taxation changes. The aim of this part of the seminar is to help sellers to maximise the return on their capital before they have retired.

Martin Crilly, Director of BizSales Business Brokers in Newry, sponsors of the event said "If you are the owner of a business anywhere in Ireland, even if the concept of exiting is a long way off, it is essential that you begin preparing for that eventual day now. Good quality impartial advice now, sometimes years ahead of your exit, is essential for you to maximise your return on your investment, whilst at the same time minimising the stress of selling and the taxes to be paid on the remittances from the sale."

"We sponsored the event because selling a business can be the largest and most important deal of an entrepreneur's career. Whatever prompts the sale - illness, age, partner disputes or financial hardship - selling your business is a high-stakes transaction, with far-reaching financial and emotional consequences. Selling your business could be the most important financial deal you'll ever make. For many owners, selling the business they've spent years building up can also be emotionally difficult. And unless you've sold another business previously, you'll have no experience to help you. Selling a business represents a once-in-a lifetime opportunity to turn a career into a tangible profit. A thorough understanding of the issues involved, as well as the necessary timescales, can help maximise the business's value. "

There is no cost for the event, but booking is recommended by calling Gillian Rea on 028-9032 9042.

BizSales Business Brokers is an internet enabled Full Service Business Brokerage providing a full suite of business brokerage services to both sellers and buyers of small and mid-market businesses.