FOR BUSINESS OWNERS THINKING ABOUT WHAT'S NEXT

Thinking About Selling Your Business?

The best sales start 1–2 years before the business is listed. Here's how buyers will look at yours.



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WHAT SELLERS SHOULD KNOW

1. **Most small businesses sell on a multiple of cash flow.**
   Buyers look at seller's discretionary earnings (SDE) over the last 3 years.
2. **Most buyers use SBA 7(a) loans.**
   Clean books and tax returns that match make the loan, and the sale, happen.
3. **You may be asked to carry a small note.**
   Seller notes help buyers with the 10% down payment.

WHAT A BUYER CAN PAY

Business with $400K seller's earnings

Less a $100K manager salary	**$300K**
Supports a 7(a) loan of	**~$1.5M**
Plus buyer's 10% down	**~$170K**

~$1.7M price

Illustration at 10% over 10 years, 1.25 coverage. Price depends on industry and trends.

YOUR OPTIONS

Sell to an outside buyer
Confidential marketing to qualified buyers.

Sell to an employee or family
SBA 7(a) can finance an insider sale.

Sell the business, keep the building
Collect rent from the new owner.

Grow first, then sell
Fix what lowers your price over the next year.

QUESTIONS TO ASK NOW

- [ ] Do your tax returns match your books?
- [ ] How dependent is the business on you?
- [ ] How long is your lease (or do you own)?
- [ ] Do you have a manager who could stay?
- [ ] What would you do the day after you sell?
- [ ] Would you carry a small seller note?

Examples are illustrations as of October 2026, not loan quotes or appraisals. Rates, terms and eligibility change; all loans are subject to lender approval. Not legal or tax advice.

FREE · CONFIDENTIAL

Free, confidential business valuation

We'll estimate what buyers would pay today and what could raise your price.

Call or text
the number above