

Understanding Issues Your Buyer May Face

Not every prospective buyer actually buys a business. In fact, out of 15 prospective buyers, only 1 actually makes a purchase. Sellers should remember that being a buyer can be stressful. The bottom line is that buying a business is usually one of the single largest financial decisions that a person can make. In this article, we are going to explore a few of the reasons why being a buyer can be both stressful and taxing. Keeping a buyer's perspective in mind will help you on the road to successfully selling your business.



A prospective buyer has many decisions to make before he or she decides to buy a business. Many prospective buyers are employed, and that means they will have to leave their existing job in order to buy a business. Simply stated, a buyer will have to leave the safety and security of their job and “strike out on their own.”

There are also other substantial financial concerns for buyers as well. The majority of buyers will, in fact, have to take out loans in order to purchase a business. Additionally, the new owner will need to execute a lease or assume the existing list. At the end of the day there exist an array of weighty business decisions that a buyer must make.

Ultimately, a buyer has to decide whether or not he or she is ready to take a giant step and purchase a business. This is more than just a financial decision. The enormity of the decision to purchase a business is such that touches every aspect of a person's life. Owning a business can be very time consuming and demand a great deal of one's attention. The end result, is that buying a business has a direct impact on both one's financial life and one's personal life. Owning a business can be extremely time consuming and this is particularly true for new business owners.

Prospective buyers need to weigh all the factors involved in buying a business. Caution must be exercised. Buyers need to step back and fully assess whether or not owning a business is right for them both on a personal and financial level. When sellers put themselves in their buyer's “shoes,” things begin to look a bit differently.

When it comes to buying or selling a business, the assistance of an M&A Advisor is invaluable. An M&A advisor understands what is involved in owning a business and can help both buyers and sellers evaluate the pros and cons of any transaction.

About CK Business Consultants, Inc.:

CK Business Consultants, Inc. has been dealing exclusively in the sale and acquisition of petroleum and propane related mid-market companies since 1976. We are qualified, experienced, and highly professional intermediaries working with both buyers and sellers in the successful transfer of business ownership. We handle all phases of the project including initial analysis, valuations, developing a confidential information memorandum, locating qualified buyers, negotiations, and execution of the transaction. For more information, please call or email Gary Papay @ 570-584-6488, gpapay@ckbc.net or visit our website @ www.ckbc.net.

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