

POINTS TO CONSIDER

QUESTIONS ON HUMAN FACTORS TO CONSIDER WHEN SELLING YOUR BUSINESS

You and your employees will all experience a range of emotions and a certain level of stress during the transfer. By being pro-active and sensitive to how this will affect your employees, you will help make for a smooth and successful transition.

About

<p>THE BUYER</p>	<ul style="list-style-type: none"> ■ How does the buyer fit with the company culture (his/her values vs. company values)? ■ What are his/her management skills? Leadership style? ■ From a human resources perspective, what is his/her vision for the company transfer?
<p>EMPLOYEES</p>	<ul style="list-style-type: none"> ■ Do you have a plan on how to communicate the change to your staff? ■ How involved do you want your employees to be in the transfer process? ■ Do you think that employees will leave? If yes, do you have a retention plan?
<p>YOU</p>	<ul style="list-style-type: none"> ■ Do you have a good network to help you and learn from? ■ Do you have a plan after you leave the company (activities, etc)? ■ Are you ready to let go?