



Business
Brokers
& Advisors



A Few Words about **GNI**

GNI provides a business brokerage service delivered by a professional, experienced business person who will work with you from initial planning through to completion of the business sale process, supported by a network of professional advisors.

The GNI Broker Network

GNI brokers are senior business executives who are selected based upon their qualifications and proven track record of providing business advisory services to owners of independent businesses.

GNI brokers deliver a professional service that leverages the collective knowledge of the Network to deliver innovative solutions to your business needs.

Our Approach

The first step is to establish a clear understanding of your personal objectives and what you are hoping to achieve from the sale of your business.

It may be that selling the business is not the best strategy for achieving your objectives, or it may not be the right time. As business advisors our aim is to provide guidance on the strategies that help you meet your business needs.

We offer a range of services for both buyers and sellers that will be tailored to your particular circumstances and personal objectives.



The Business Sale Process



Selling a business involves managing a process. There are twelve stages in this process.

The first four stages involve planning the process and preparing the business for sale. This includes evaluating the price at which the business is to be offered for sale and deciding on the best strategy for marketing the business. *The next four stages* are focused on marketing the business, qualifying potential buyers and assessing offers. *The final four stages* are about managing the buyer's due diligence activities, negotiating final terms and completing the contractual formalities.

Selling a business takes time. It is critically important that throughout the business sale process you retain a focus on the performance of the business. Any deterioration in business performance will impact on the sale price of the business.

The Benefit of using GNI

GNI brokers are highly experienced and mature business executives who approach every engagement with the objective of delivering a professional service that is in your best interest.

You will benefit from a safe pair of hands managing the business sale process in a way that delivers the best outcome while you focus on the ongoing performance of the business until the deal is done.



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Contact us:
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www.gnics.com.au



GNI
CORPORATE SERVICES