

## **YOUR PATH TO PLANNING FOR SUCCESS**

1. Consider why you want to buy a business – Are you going into business to make money or are there other reasons?
2. Consider your base of knowledge – Buy or start a business where you have industry or management experience.
3. Consider where you want to buy a business – Conduct a search for businesses for sale.
4. Evaluate your finances – Develop up to date accurate financials so you will be ready when the opportunity arises.
5. Contact and consult Cantrell-Viala & Associates to determine a purchase strategy.
6. Consider the market competition, customers for businesses available in your market area.
7. Arrange a confidential on site visit of businesses you have an interest.
8. Consider the “environment” of the business and the industry. Analyze the industry trends and economics that may affect your success.
9. Work with your Cantrell-Viala business associate to make an offer to purchase the business.
10. After an agreement is made, your Cantrell-Viala Associate will work with you to determine sources of financing.
11. Conduct your business due diligence.
12. Complete the transaction by closing on the business.