

5 Step Guide to a Successful Business Transaction

At Ysursa Law, we have a hybrid of business and legal backgrounds uniquely designed to facilitate each step. Starting the process early with Ysursa Law will reduce pain points leading up to finalizing a transaction as we facilitate preparing your business, reducing closing costs, and looking to increase valuation.

1. **Plan Your Exit Strategy:** Create a plan by considering factors like your type of business, its structure, market position, and potential acquirers. We can help walk you through the pros and cons and help educate you on the process.
2. **Organize and Prepare Your Finances:** Ensure your financial records are in order. Understanding what potential buyers are looking for in their acquisition, Ysursa Law can help identify areas of need in your financial statements. Potentially giving you the opportunity to work on those weaknesses and improve valuation or ease the due diligence process in a merger or acquisition.
3. **Implement changes and systems to increase valuation:** Ysursa Law can help identify areas of your business where changes or the implementation of systems may increase valuation and even create efficiencies to reduce costs.
4. **Determine the Value of Your Business:** Get an independent business valuation. With access to business appraisers, we can work to get you a certified appraisal before your business enters the marketing phase. Additionally, our cursory view of your valuation will help you understand expectations and the acquisition market you find yourself in.
5. **Decide Whether to Use a Broker:** Brokers can help find potential buyers. Ysursa Law has relationships with experienced business brokers including Stonefly Acquisitions where we can team up to increase efficiency in the transaction and reduce your out-of-pocket expenses keeping more in your pocket post-closing.



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