



# Buying or Selling an Established Business

## DON'T LEAVE BUYING OR SELLING A BUSINESS TO CHANCE

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*A business is more than just an investment or a job*

Most of our clients put their heart and soul into their business. They come to us because they trust us to protect that business and all of the hard work they have put into it.

People buy or sell businesses for an infinite number of reasons and each of our clients feels differently about it. The common factor in almost all cases is a certain amount of stress and apprehension.

We have advised thousands of clients on the sale or purchase of a business and we know the process like the back of our hands. We provide our clients with an expert, timely and cost-effective service that is without rival in the region. No matter what the value of your business, our team of commercial lawyers have the know-how and expertise needed to ensure you get the best deal.

## BUYING A BUSINESS

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Buying a business is an exciting time. But rarely is the phrase “buyer beware” more important than when you are buying a business. You are investing a lot of time and money so it's essential that you know exactly what you are getting for your money and what the risks are. Our job is to ask the right questions and to ensure that there are no nasty surprises waiting for you at the conclusion of your purchase.

## SELLING A BUSINESS

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Once you have made the decision to sell, you will want the sale to proceed quickly, smoothly and for the best price obtainable. The negotiation phase of your sale will be crucial and it is important that you have legal advisers who listen to you and understand what you want to achieve.

Equally important is confidentiality during the sale process, the credit-worthiness of any proposed buyers, prices and payment terms, the wording of warranties and indemnities, and the extent of your future involvement in the

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Civil

Commercial

Conveyancing

Family

Probate

business – we will ensure you are thoroughly advised on all these issues, throughout.

## PRACTICAL MATTERS

Some of the common issues that will need to be dealt with when you buy or sell a business include:

- Arranging finance for purchase
- Negotiating the deal
- Choosing between a share sale and an asset sale
- Negotiating and agreeing on heads of terms
- Obtaining or giving proper warranties and indemnities
- Undertaking detailed legal due diligence
- Property transfers
- Employment transfers
- Intellectual Property issues
- Negotiating final terms
- Completing the sale or purchase

This is just the start. There are many aspects of a sale or acquisition that you will simply be unaware of and which, if they are properly

identified and dealt with, can add considerable value to the transaction.

Whether it's something to improve the deal or risks to avoid, we know exactly what to look out for.

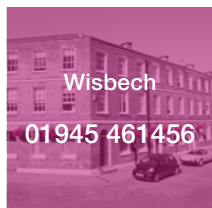
## OUR CHARGES

Our approach to legal fees is entirely transparent. We generally start by giving our clients an estimate of costs or by agreeing a fixed-fee with them where appropriate. We won't hide anything from you and we won't present you with any nasty surprises at the end.

Give us a call or email us to see what we can offer you on a no obligation basis.

## WHY CHOOSE FRASER DAWBARN'S?

- Direct access to your own dedicated lawyer
- Full range of legal services
- Clear prices & no hidden costs



## WE OFFER OUR CLIENTS A WIDE RANGE OF SERVICES

Agricultural Law • Commercial and Corporate Law • Commercial Property • Legal Disputes • Family Law  
Children Matters • Wills and Administration of Estates • Lasting Powers of Attorney • Court of Protection  
Residential Conveyancing • Lifetime Planning and Wealth Management • Employment Law