

Briefing note

An introduction to the Vertus Briefing Notes

Whether you are selling your business or buying someone else's, it can be a daunting task. When planning for their succession, financial advisers often find themselves in unfamiliar territory. After all, it is not your day job! It can be a lonely journey full of uncertainty, unfamiliar jargon and unmet expectations.

At Vertus Capital, we believe it does not have to be this way. Without advising you on your deal, we want to bring you access to the right information to enable both buyers and sellers to execute simple succession deals that are right for all parties, especially your clients and staff.

Our briefing notes are designed to highlight areas that you need to consider, to simplify the confusing jargon used by industry professionals, and to enable you to do a deal which is right for you and your clients. They are not designed to be advice and you should seek advice from someone authorised to give it. By accessing these briefing notes you agree to the terms and conditions contained on our website at www.vertuscapital.com/termsandconditions.

We hope to continually update and expand on this content to provide you with a comprehensive repository of information to enable you to grow or exit your business with integrity. Keep an eye on our resources page.

Topics we've covered to kick things off are:

1. Checklist for selling your firm
2. What are we selling?
3. Valuing a business
4. Initial consideration
5. Deferred consideration
6. Due diligence
7. Legal documentation
8. Warranties, indemnities and disclosure
9. Life after ownership

We hope you find these useful, and welcome suggestions for further topics to cover in these helpful guides. Should you wish to contact us with any suggestions or queries, please do so on info@vertuscapital.co.uk

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