



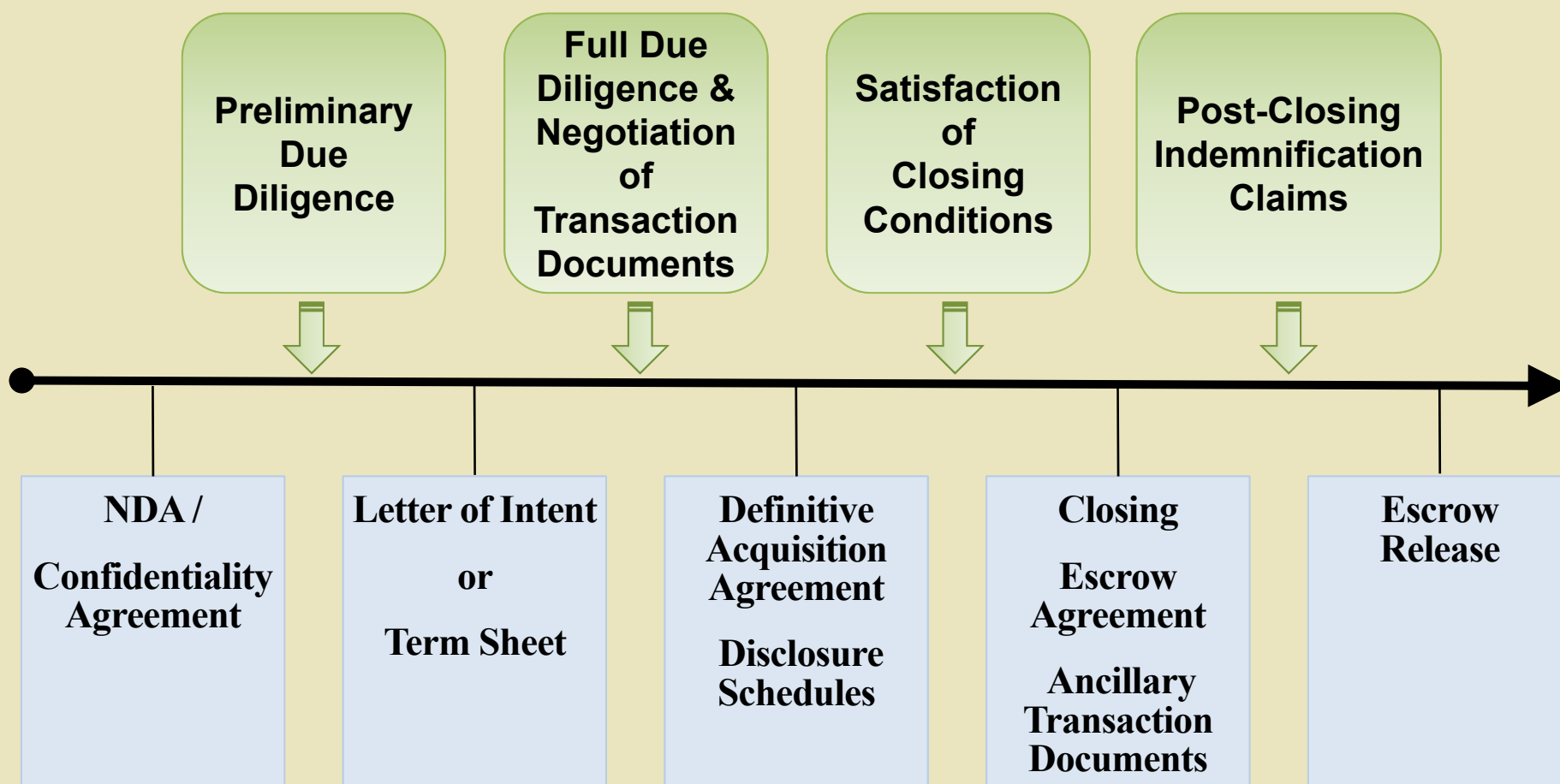
Initial Considerations when Buying or Selling a Business

Keenan J. McCullough

Preliminary Steps

- **Determining Your Value**
 - Valuation Specialist
 - Certified Public Accountant
- **Identifying a Buyer**
 - Business Broker
 - Direct Outreach
- **Corporate Housekeeping**

Sample Transaction Chronology*



* Timeline assumes a pre-closing period is necessary

Questions?

SMT | SPAULDING
MCCULLOUGH
& TANSIL LLP
ATTORNEYS AT LAW



Keenan J. McCullough
Spaulding McCullough & Tansil LLP
707-524-1900
keenanmccullough@smlaw.com