



### Hints for Buying an Established Business: The Seller and You

- What are the reasons for the sale of the business?
- Is the seller prepared to give you a trial in the business for one to two weeks before exchanging contracts so that you can verify takings and employee levels?
- Is this the type of business you were actually looking for?
- Is the type and size of business compatible with your interests, personality, experience and financial capacity?
- If you are ready to negotiate: Do you feel comfortable with the business?
- Can you see yourself in the business serving the customers with their needs?
- Can you afford the business?

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