Six Signs Your Business Is Becoming Sellable

Worth checking even if you have no plans to sell

1

It runs without you

Deals get won, staff get hired, and problems get solved day to day without you being the one holding it together.

2

Revenue repeats

Income follows a pattern, renewals and repeat orders, rather than depending on you winning new work every quarter.

3

Margins hold as you grow

Gross margin stays steady or improves with scale, rather than being quietly eaten by the cost of growing.

4

No single point of failure

No one client, supplier, or member of staff could seriously damage the business if they left tomorrow.

5

The numbers are ready

You could hand a clean set of management accounts and KPIs to someone outside the business with a day's notice.

6

Interest turns up unprompted

Buyers, investors, or bigger players in your market occasionally get in touch, without you having gone looking.

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