

Preparing to Sell Your Full Service Auto Salvage Yard

Presented by
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Typical reasons for a sale

- Retirement
- Cash in on your efforts and investment
- Selling because you need to



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4 Part Discussion

- Understanding the market and making a game plan
- Establishing the sales price
- Developing the sales literature
- Selling the yard



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Understanding the market and making a game plan

- Most likely type of buyer
- Be brutally honest about the business
- Why would a buyer be interested ?
- Decide who will do the selling



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Establishing the sales price

- Real estate always, and either
 - Aged inventory and equipment replacement value
 - Or, adjusted profit x multiplier
- How many years to pay off?



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Develop the sales literature

- Essential to have a written document
- Does not need to be fancy
- Pictures !
- Describe what buyer gets
- Discuss zoning, environmental, confidentiality, etc.



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Sell the yard

- Identify the target buyers
- Approach according to your plan
- Keep working on the business
- Purchase agreement
- Lease?
- Closing



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Confidential Discussion

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