

## FOR SELLING A BUSINESS:

# 12 INTERVIEW QUESTIONS TO ASK YOUR TEAM OF PROFESSIONAL ADVISORS

These interview questions will help you choose members for your team of trusted advisors. It's important to gauge the amount of experience each person has, and if they were actively involved in the details of deals or simply provided oversight.

---

1. Approximately how many mergers, acquisitions, buying or selling deals have you been involved in over your career?
2. How many deals were you involved in within the past year?
3. How long (in months or years) did the last several deals take?
4. How much time (in hours) did you spend on the last several deals?
5. For a fairly recent deal similar to mine, were you involved in designing the deal?
  - a. Did you help set the selling price?
  - b. Did you help design the compensation package?
  - c. Were there delays beyond your control?
  - d. Were you instrumental in shortening the deal length?
  - e. Were you involved in the financing?
  - f. Were you involved in negotiating?
6. If you were included in setting the selling price, did you do the business valuation? Did you review a business valuation prepared by someone else?
7. Did you supply the information to recast the financial statements for the business valuation?
8. Were you involved in gathering and/or reading all of the documentation for due diligence?
9. Were you involved with the personnel and organizational phase of the sale?
10. Did you prepare the organizational chart?
11. What was your favorite part of the selling process?
12. What phase of the selling process did you not enjoy?

Please email 3 to 5 references to us.