



# SUPERTRAC

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## The Big Transaction

The sale is referred to as “The Big Transaction”, as it may be the single most important business transaction for the owner.

It is essential to plan early, get the best possible advice and then proceed to the market with a clear understanding of how much you are likely to realise from the sale **after tax**. We have seen businesses withdrawn from the market during the sale process after the vendor has discovered that the after-tax realisable amount will be less than they had anticipated.

The sale process can affect the business in many ways and involve the resources of many people. It is essential to obtain all the necessary information, prepare properly, consider the options and, if the decision is to sell, then forge ahead with commitment and confidence.

Before the sale process commences, business owners need to know how much they can expect from the sale, the tax implications (incl CGT) and how to optimise their position.

Many clients of Supertrac are referred by their accountants and usually have a good understanding of likely outcomes.

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