

# Is your business ready to sell?

A 7-point readiness check for service-business owners.

Most owners are further from “ready” than they think, and the gap is fixable. Work through these seven before you talk to any buyer or broker.

- 1. Clean, current books**  
Up-to-date, reconciled accounts a buyer can trust, with your personal spending kept separate from the business.

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- 2. Add-backs you can prove**  
List the owner-specific and one-off costs that hide your real profit, with evidence. This is how a buyer gets to your true owner earnings (SDE).

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- 3. The business runs without you**  
The more it leans on you day to day, the less it is worth and the harder it is to hand over. Start delegating quoting, key relationships, and scheduling.

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- 4. A team that can carry the work**  
Staff and supervisors who already do the work and can keep service steady after you step back.

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- 5. Repeat, spread-out revenue**  
Recurring contracts and a spread of customers are worth more than one-off jobs or one big client. Know your customer concentration.

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- 6. It is written down, not in your head**  
How a job goes from enquiry to invoice, who does what, and which systems hold the information. A new owner should grasp it in an afternoon.

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- 7. You know what you want**  
Your timing, a sense of price, what happens to your staff and clients, and how long you will stay through the handover.

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## Want a confidential read on where you stand?

Book a 15-minute call at [altevro.com](https://altevro.com), email [josh@altevro.com](mailto:josh@altevro.com), or call or text 0493 716 777.

Altevro buys one established service business at a time across Greater Sydney, the Central Coast, Newcastle, and Wollongong.