

Passionate, dependable, local. It is my purpose to ensure you get the very best price today's market will deliver. We have cashed up buyers looking for investments.

Friendly, Knowledgeable Agents

Michael is passionate about business, education, agriculture and family. A down to earth kiwi boy Michael was raised on his family farm in Taumarunui. Michael has numerous qualifications in Agriculture and a Commerce Degree from Lincoln University. At present Michael is completing his MBA. Michael's work experience has varied from farm management, lecturing, project management to key land trust negotiations. Michael is driven to succeed and do the best he can do for your best interests. If you are interested in selling or finding out what your business is worth on today's market then please do not hesitate to call me.

Michael Gawith
BCM, Dip Ag
MREINZ Licensed Agent REAA 2008

Why use a Business Broker?

There may be many reasons why you, may consider selling - retirement, ill health, relationship issues, moving overseas or another opportunity. Whatever the reason, you will need a professional team to help plan and execute your exit strategy. Selling your asset is not a job for part-timers or amateurs. Specialised Business Brokers can help guide you through the process based on experience, training and market knowledge.

Business preparation

Preparation is everything. The way the financial accounts and profile of the business are presented to prospective buyers is every bit as important as the physical presentation of the tangible assets. Consult your accountant, and myself well in advance of the time you intend putting the business on the market. We will help you prepare your business for the market, so that you do get the best price, on the best possible terms.

Business Pricing

Correct pricing is essential in the first 2 weeks of high Buyer activity. Active buyers will rush to see new/fresh stock on the market. Buyers are well educated on market values and if your business is correctly priced during this rush of activity, then a sense of competition and will be created between buyers encouraging;

- Higher offers
- Less conditions of sale
- Multiple offer situations

Business Brokers are best qualified to advise about the current market value of your business.

We receive a continual flow of statistical information concerning actual sale values achieved for different categories of business. Our team is continually in touch with the current market.

Advertising

In addition to the usual newspaper advertising, we currently use 4 websites. To maintain confidentiality, your

"Ultimately, it is the market that will set an accurate figure for your business"

Identified unless this has been specifically discussed and approved by you, the vendor.

We also produce a business sale list which is regularly posted or emailed to all Canterbury solicitors, accountants, business bankers, immigration consultants, plus hundreds of clients who have enquired about buying a business in recent months.

We are with you every step of the way

We aspire to set the standard, not simply achieve a level of professionalism established by others. Whatever the size or type of your business, we can achieve results for our clients - professionally, confidentially and fast.

We will guide you gently through the process, help and assist with information gathering, preparation of accounts and preparing an attractive, comprehensive information booklet.

'Harcourts house 271 madras street.' State of the art building with everything been designed to exceed the new city earthquake codes. to be finished October 2012.