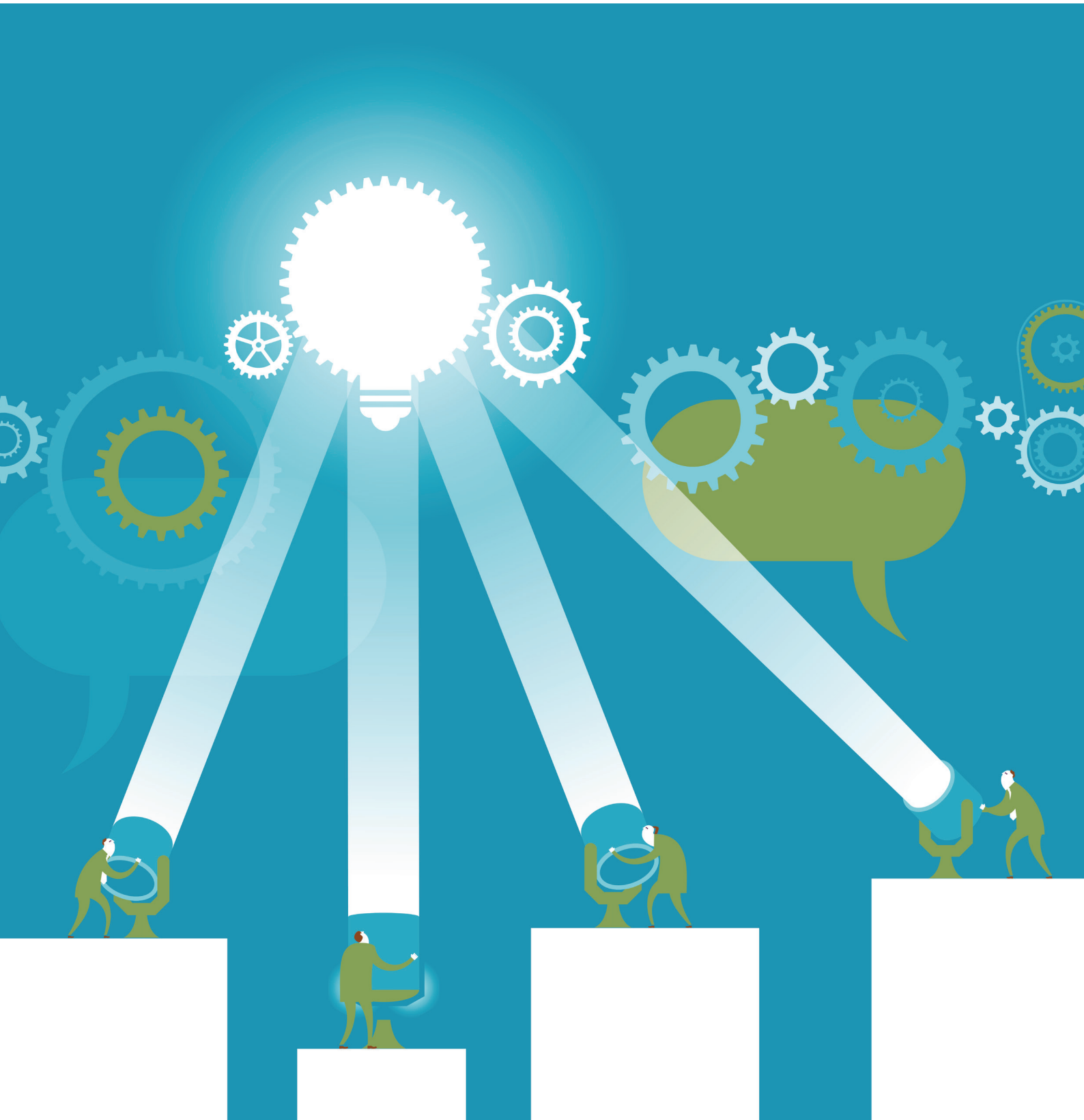


# Selling insolvent businesses

3-step process to sell businesses fast



# Endeavour Capital's 3-Step Process

Endeavour Capital has developed a specialist team and a three step process to assist insolvency practitioners to sell businesses under external administration and achieve a faster result at lower cost.

As we are in the business of selling businesses, we have developed online systems and modern marketing approaches that support a seamless transaction process.

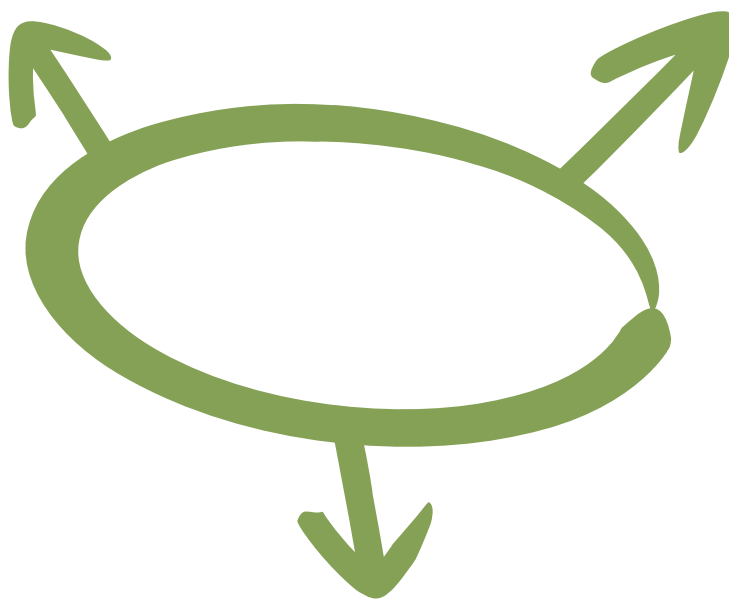
We know that successfully selling a distressed business requires both speed to market and maximum exposure to potential buyers. Your business for sale can achieve maximum exposure in the shortest period through our strong networks, business listing sites and targeted marketing.

Within three days of our appointment, Endeavour Capital can have your business for sale in the market and exposed to buyers. When time is of the essence, you can rely on Endeavour's experience, processes and networks.

While our fees include a retainer, the majority of our fees are based on the successful sale of a business.

1. Assessment and  
preparation

2. Marketing



3. The close

# Selling insolvent businesses fast



## Assessment and preparation

- Quick review of the business
- Compile data and prepare an Information Memorandum
- Develop marketing campaign which may include: print, direct marketing, industry research, internet as well as our networks
- Establish a virtual data room
- Approval to go to market



## Marketing

- Commence marketing campaign
- Field questions from all potential purchasers
- Arrange site visits
- Manage access to the data room
- Seek Expressions of Interest within 2-3 weeks



## The close

- Report of progress
- Recommendation on preferred bidders
- Assist in further negotiations with bidders
- Follow through to settlement

# Endeavour Capital

Endeavour Capital is an independent corporate advisory firm, focusing on smaller and mid-market businesses. Our activities include: business sales, business valuations and corporate advisory services.

## Our insolvency business sales team

Peter Wallace  
Managing Director



Peter's career spans corporate advisory, private equity, non executive directorships, chartered accountancy, financial control and general management. He has a Bachelor of Commerce and Masters of Business Administration, is a member of the Institute of Chartered Accountants, a fellow of the Australian Institute of Company Directors, an Associate of the Australian Institute of Business Brokers, Registered Business Agent and Registered Business Valuer.

[pw@endeavourcapital.com.au](mailto:pw@endeavourcapital.com.au)  
0418 454 144


Peter Granger  
Associate Director



For over 25 years Peter Granger has been running businesses or working with business owners delivering services such as Mergers & Acquisitions, Governance and Business Coach/Exit Planning. A qualified Industrial Engineer, Business Broker, Business Valuer and Company Director, Peter has a background that spans industries including Manufacturing, Engineering Services, Distribution, Wholesale, Construction and Security.



[peterg@endeavourcapital.com.au](mailto:peterg@endeavourcapital.com.au)  
0412 522 501

## Contact us

 02 8096 9222

 Level 1, 432 Kent Street  
Sydney NSW 2000

 [www.endeavourcapital.com.au](http://www.endeavourcapital.com.au)

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