Prioritizing Sale Objectives Worksheet

Lowest Priority = 1 Highest Priority = 10	Your Sale Objectives	Conflicting Objectives that require reassessment of priorities
1 2 3 4 5 6 7 8 9 10	**Highest Possible Sale Price**	*Conflicts with:* **All-Cash Payoff at Closing** **Immediate Departure** **Post-Sale Involvement** **Post-Sale Priorities for the Business**
1 2 3 4 5 6 7 8 9 10	**All-Cash Payoff at Closing,** vs seller financing)	*Conflicts with:* **Immediate Sales** **Highest Possible Price** **Immediate Departure**
1 2 3 4 5 6 7 8 9 10	**Immediate Sale,** vs pre-sale period to enhance business attractiveness and value	*Conflicts with:* **Highest Possible Pric**e **Immediate Departure**
1 2 3 4 5 6 7 8 9 10	**Immediate Departure,** vs 3-12 months post-sale involvement in business transition to new owner)	*Conflicts with:* **Highest Possible Price** **All-Cash Payoff at Closing**
1 2 3 4 5 6 7 8 9 10	**Post-Sale Involvement with the business,** as a consultant, board member, employee or other role)	*Conflicts with:* **Highest Possible Price**
1 2 3 4 5 6 7 8 9 10	**Post-sale priorities for the business,** such as little or no disruption to employees and staff	*Conflicts with:* **Highest Possible Price**
1 2 3 4 5 6 7 8 9 10	**Pre-sale preparation to enhance business condition and value,** followed by a future sale	*Conflicts with:* **No other sale objective**