



COLLISION INDUSTRY
CONFERENCE

When Considering a Sale

PRESENTED BY:

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Preparing your business

- Financial organization
- Maximizing value
- Facility presentation
- Equipment maintenance
- Professional services team
- Find a mentor
- Preparing your staff
 - Attention to your leadership team

Marketing for sale

- Network – work your contacts!
- Know who you are, and who you align with
- Don't be afraid to directly reach out to a potential buyer
- The 3 sale paths
 - Private
 - Private with broker support
 - Fully brokered deal

The diligence process

- Be patient!
- Multiple diligence work streams
 - Legal
 - Environmental
 - Benefits & Payroll
 - Accounting (with or with out a Quality of Earnings or “QofE”)
 - IT
- Negotiating the APA (or SPA)
- What to do when there is an issue in diligence
- Execution of the APA (or SPA)
- Schedule of closing
- Announcement to the team
- Preparing for transition



Common questions

- How does my working capital work?
- How will my WIP be treated?
- I have an opportunity – what should I do?
- Should I do anything differently before close?
- When should I back away?



Full process review

- Prepare for the sale
- Market yourself to the right buyers
- NDA
- Initial information request
- LOI
- Diligence streams kick off
- Execution of the purchase agreement
- Announcing to employees
- Preparing for the transition
- Closing

