



Nottingham University
Business School

UK | CHINA | MALAYSIA

Preparing Your Business for Sale

A programme for business owners considering the sale of their venture

About the programme

Selling your business is a one-off event. With no vested interest, we offer an honest introduction into the intricacies of preparing your business for sale. You will have the chance to meet industry experts and entrepreneurs who have experienced the process. Ultimately this short course aims to increase your chance of a most favourable exit.

This workshop is aimed at business owners who are considering the sale of part or all of their venture within the next 3-5 years. It discusses the pros and cons of various divestment strategies and how to plan for them.

The programme will look at:

- the timescales involved
- how to handle communication within and outside the company
- how to appoint the most suitable brokerage firm
- the preparation done before going to

market

- the expectations of the buyer
- the effective marketing of the sale
- the negotiation processes themselves and the post-sale integration

Emphasis is placed on discussing the key performance indicators to achieve the most favourable business sale and the valuation calculations to justify your pricing.

This intense one-day workshop is your introduction to the industry standards and art of selling a business. You will get the opportunity to meet the professors behind the largest MBO database in Europe, Venture Capitalists who have bought and sold dozens of enterprises, entrepreneurs who reflect on their successful exit stories and brokerage firms who can support you in your future endeavours.



Most companies acquire three businesses for every one they divest. When they do sell, they often do so at the wrong time or in the wrong manner. Those are expensive and avoidable mistakes.

Harvard Business Review, 2018

Preparing your business for sale

This one-day workshop is your introduction to the industry standards and art of selling a business.

The programme aims to:

- Introduce SMEs to various business exit options.
- Explore the process of divestment and how to prepare for exit.
- Enable networking with professional Venture Capitalists, serial entrepreneurs and experienced brokerage firms
- Help businesses prepare for the sales process and apply professional company valuation techniques

Companies that take an informed and disciplined approach to divestiture not only sharpen their strategic focus on their core but also create nearly **twice as much value** for shareholders.

Bain & Company, 2008



Who the programme is for

Who is it for?

This programme is aimed at business owners who are considering selling part or all of their venture within the next 3-5 years. It is open to business owners from a broad range of sectors, industries and geographies with different backgrounds and experiences. However, the programme is most effective if your business is UK based, medium sized and has a solid track record.

The course can take up to 30 businesses and will be delivered in English at our Jubilee Campus in Nottingham, UK.

You will learn from a diverse group of world-class experts, including leading academics and researchers from the university, as well as prominent industry professionals who are experienced in business sales.

Confidentiality

We recognise that this is a sensitive subject area and would like to reassure businesses that their own and their company's details will be kept confidential.

Last year £11.4bn was generated through business exits in the UK alone.

British Venture Capital Association, 2023





Dr David Achtzehn

**Assistant Professor in
Entrepreneurship &
Innovation (NUBS),
Goldman Sachs**

David has led the MSc Entrepreneurship programmes at NUBS for the past 5 years. He specialises in Venture Capital and Private Equity in his teaching (MSc and MBA level).

Prior to joining the Haydn Green Institute (HGI) as an Assistant Professor in Entrepreneurship and Innovation, he ran the Entrepreneurship and Management programme at Bangkok University School of Entrepreneurship and Management and held a position at Goldman Sachs in Private Wealth Management.

David's doctoral research focused on employment relations in high-growth start-ups. He is also contributing to the Centre for Private Equity and MBO Research (CMBOR), which is hosted by UoN and includes a unique data set of about 48,000 'private equity backed' buyout investments in Europe.



Prof. David Falzani, MBE & Wharton MBA

**CEO at Polaris Associates,
Co-founder Ipsemet,
President Sainsbury
Management Fellows & Non-
Executive Director at Various**

David is a business consultant, entrepreneur and professor of practice, with extensive executive and strategic business development experience in various industries.

David began his career at IBM and then, after attending the prestigious Wharton School, worked in consulting with a variety of clients including BAE Systems, Marks & Spencer and 3i, including M&A transactions totalling over GBP11bn. He then participated as a founder, director or angel investor in over 16 entrepreneurial companies in 4 countries, helping raise over GBP30m in venture capital. David has also advised CEOs on the challenges of pursuing and delivering growth and has an in-depth understanding of the techniques that enable this.



**Prof. Rob Carroll,
BPharmS MBA**

**Boots, 3i, NMR,
Catapult Ventures &
NUBS**

Rob is a Director of Catapult Ventures and chairs Catapult's four Investment Committees.

Rob is Non-Executive Chairman and Investor in Replay Group, Conduit, Passport 365 and Replay Recycling. He is also a non-executive director and investor in Open Go Sim. He has lectured at Nottingham University Business School since 2011 in Venture Capital and Private Equity and was appointed Honorary Professor in August 2013 and Professor of Practice in July 2016. He is also a Mentor and Teacher for the Royal Academy of Engineering Leaders in Innovation Fellowship Programme and a Santander X Global Awards Mentor.



**Wendy Furness,
MA VetMB CertEP MBA MRCVS**

**Director Animal Health Angels and
Senior Partner in Scarsdale Veterinary
Group prior to trade sale exit**

Wendy is an experienced Partner and Director with a demonstrated history of working in a broad range of industries including veterinary, pharmacy, property and early-stage businesses. She is a Founder and Director of Animal Health Angels an angel network enabling collaboration and investment in the animal health market. She is a Non-Executive Director and Investor in Vidivet and Halocyle. Wendy is an Entrepreneur in Residence and Honorary Fellow at Nottingham University Business School. She is interested in both investment in and support of early-stage innovative sustainable businesses and the people in them and developing governance structures to guide board and business development. Wendy is a strong advocate of the Investing in Women Code.



Among an elite group of business schools

Nottingham University Business School is among an elite group of business schools worldwide that hold 'triple crown' accreditation from the three most influential accrediting organisations: AACSB, AMBA, and EQUIS. Employers recognise the accolade as a mark of high standards, quality and reputation.



Ingenuity Lab

The Ingenuity Lab is a bespoke incubator and accelerator which is situated on the Jubilee Campus. It is home to over 300 start-ups and 70 Entrepreneurs-in-residence and hosts regular networking and KX events related to entrepreneurship.



Small Business Charter Award

The School holds a Small Business Charter Award in recognition of its role in engaging with the needs of the regional business community and its leadership in providing enterprise skills development.



World top 100* university

The University of Nottingham is ranked in the global top 100 in the 2024 QS World University Rankings. It has award-winning campuses in the UK, China and Malaysia and hosts a global academic community in all three countries.



Location

The programme will be hosted at The Jubilee Hotel and Conferences located on our award-winning Jubilee Campus. It covers 65 acres and boasts eco-friendly and sustainable buildings, green spaces, wildlife and lake.





Apply now

Applications are encouraged from all industry sectors. We do recommend the business owner(s) and/or CFOs to attend personally.

Alumni discount

All University of Nottingham alumni are entitled to a 20% fee reduction. Please provide details on registration.

For an informal discussion about this programme or how it can be tailored for your organisation, please contact our Senior Operations Manager Nick Proverbs
Telephone 07739039858



Fee

Preparing Your Business For Sale (1-day course)

£1,495 per delegate

Fee includes study materials, refreshments and lunch. The fee excludes residential accommodation.

Our Executive Education programmes are available to UK and Global corporates. Please contact our team for a discussion on how our open programmes could benefit your organisation.



Book your place nott.ac/execed



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