Sales of closely held businesses have become increasingly common, with business owners making the decision to sell due to factors such as their age, lack of succession options, and increased interest from private equity and strategic buyers. Due to the increased likelihood of a sale to a third party, as well as certain other developments in the merger-and-acquisition (M&A) market for closely held businesses, business owners should consider taking certain steps in advance of the sale of their business.

In an article prepared by Paul T. Rushton, our Managing Partner and a member of our firm's Business & Finance Department, he identifies several steps that business owners should consider taking to more effectively and efficiently prepare for the sale of their business. To read the article, click here.

If you would like to learn more about these suggested steps and/or other issues relating to the purchase or sale of a closely held business, please contact Paul at 570-826-5623 or prushton@rjglaw.com.