ERIC GILBOORD

FOR BUSINESS OWNERS THINKING ABOUT SELLING

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You built the business. Let's make sure you get full value for it when you sell.

WHAT'S IN IT FOR YOU

- A higher sale price — buyers pay more for a business that's clearly ready.
- Fewer surprises in due diligence that scare buyers off or shrink your offer.
- A clear, step-by-step plan — no jargon, no guessing what to do next.
- Confidence going into the sale, instead of finding out what's wrong after it's too late to fix.

THE PROBLEM

Most owners only learn what's holding back their sale price when a buyer or broker points it out — and by then it's often too late, or it costs you money at the negotiating table.

I help you fix that ahead of time: the operations, growth story, and risk factors buyers scrutinize most. Get those right, and your financials look stronger too.

No jargon. Straight answers. A clear list of what to do and in what order.

HOW I HELP YOU GET READY

- SYB4M Roadmap App (www.syb4m.com) — a self-guided program for owners 3–5 years from selling, covering everything a buyer will scrutinize.
- 1-on-1 Coaching (www.syb4m.com) — hands-on guidance for owners 1–2 years out who want to close the gaps fast.
- New book: Prepared To Sell — The No-BS Gen X Business Owner's Guide for a Successful Sale.

WHEN YOU'RE READY TO SELL

www.warrenbdc.com — When you're ready, WarrenBDC can help take your business to market, working alongside your advisors and bringing qualified buyers to the table.

Thinking about selling — even a few years out? Let's have a no-pressure conversation about where you stand.

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