

#### Contact

---

##### Houston

1200 Smith Street, Suite 1400  
Houston, Texas 77002-4310  
Tel: 713.658.1818  
Fax: 713.658.2553

##### Atlanta

191 Peachtree Street, N.E.,  
Forty-Sixth Floor  
Atlanta, Georgia 30303  
Tel: 404.659.1410  
Fax: 404.659.1852

##### Philadelphia

50 South 16th Street, Suite  
1700  
Philadelphia, PA 19102  
Tel: 610.772.2300  
Fax: 610.772.2305

##### San Antonio

112 East Pecan Street, Suite  
1450  
San Antonio, Texas 78205  
Tel: 210.253.8383  
Fax: 210.253.8384

## Six Things Business Owners Should Ask Before Selling

*The TJE American Business Magazine*

May 2016

In an article published in the May issue of The TJE American Business Magazine, Scott Augustine and Erica Opitz discuss six things business owners should ask before selling their business. Augustine and Opitz explain, "...before you make plans to sell the business, whether now or in the next few years, there are a few simple questions to ask yourself to prepare and avoid unwanted surprises. After all preparation enhances the value of your business; surprises cost money and time." The six questions they discuss and explain include does my ownership and business structure still work; is my estate in order; are my financials in order; is my path to closing clear; are my relationships clear; and what are my business' vulnerabilities? You may read the full article in the May issue of The TJE American Business Magazine.