



Preparing For A Transaction

A Practical Readiness Guide for Mid-Sized Businesses

Growth, succession, or expansion often lead to a transaction. Timing matters—but preparation shapes the outcome. Whether buying or selling, readiness protects value and reduces surprises during diligence.

WHY THIS MATTERS

Preparation before a transaction influences valuation, deal structure, and negotiating leverage. Strong financial reporting, operational discipline, and organized documentation help reduce risk and strengthen buyer confidence.

WHEN IT'S NEEDED

Transaction readiness becomes important when a company is considering a sale, pursuing acquisitions, or planning for outside investment within the next few years. Early preparation allows leadership to address issues before they surface during negotiations.



FINANCIAL READINESS

Reliable financial reporting, supportable earnings, and clear visibility into cash flow and working capital.



OPERATIONAL STABILITY

Defined leadership structure, documented processes, and reduced reliance on the owner.



DILIGENCE PREPARATION

Organized documentation, reviewed contracts, and awareness of potential tax or compliance risks.

CONSIDERING A TRANSACTION IN THE NEXT 1–3 YEARS?

A STRUCTURED PRE-TRANSACTION ADVISORY REVIEW CAN IDENTIFY GAPS EARLY AND POSITION YOUR BUSINESS FOR A STRONGER OUTCOME.

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