



# Selling & Transitioning Ownership



## Sell Your Business with Confidence

Foresight offers unique expertise in guiding you through the sale of your funeral home or cemetery business. With over 35 years of experience in succession planning, advisory services, and transactions, our seasoned team understands the details of these transactions. We assist you in developing an exit strategy, evaluating your business value to align with your financial goals, and finding the ideal buyer.

Our transaction team has over 100 combined years of experience in the profession. We guide you through the sale process, allowing you to continue serving your community. Foresight prioritizes communication while protecting your confidentiality.

We value your business providing a complete understanding of your enterprise to maximize the selling price. We then prepare a comprehensive transaction package and confidentially use our extensive network to connect with potential buyers. If you are considering a sale outside family members or key employees, our relationships extend to regional and national acquirers, and new business owners. We negotiate on your behalf, define your role post-sale, and work diligently to close the deal, ensuring a seamless transition.

Partner with Foresight to sell your business confidently. Our tailored solutions align with your needs and the evolving marketplace. Foresight guides you through every phase of the business representation process, from valuation to closing, ensuring a smooth and successful sale.

We want to see  
our clients  
be successful in  
their business.

“As funeral directors, we ask families to trust us with important tasks and decisions. When it came time for us to trust someone to guide the sale of our 53-year, family owned firm, we chose Foresight and could not be more pleased. Foresight spent countless hours in helping us understand not only the process, but also the emotions and feelings that are often part of these transactions. In doing so, Foresight not only earned our respect, confidence and trust, but became like family.”

- **Keith Redmon,**  
**Redmon Funeral Home**

Foresight has  
successfully transferred  
in excess of  
**\$1 Billion**  
in enterprise value.

# Foresight's Transaction Team can navigate the sale of your business.

## Here is how we manage the selling process:

### Preparation

We begin with a valuation analysis, which considers factors such as historical performance, growth potential, industry trends, and comparable transactions. If our conclusion of value does not align with your goals, we can help implement a strategy to build value and meet those goals. We will develop a clear and effective exit strategy outlining the goals, timeline, target buyers, and preferred deal structure.

### Confidential Marketing

The Transaction Package or Confidential Information Memorandum (CIM) is a comprehensive professional summary highlighting your business strengths, financials, market position, and growth prospects while maintaining confidentiality.

### Due Diligence

Due Diligence is a process that involves a comprehensive examination of your business by a buyer. Foresight will help manage the flow of information to ensure a smooth process. Examples of Due Diligence include third-party inspections, property analysis, inventory lists and reviewing financial records and pre-need contracts.

### Buyer Identification and Letter of Intent

We identify and screen potential buyers by using our network and resources to find buyers who align with your objectives. Each qualified buyer signs a non-disclosure agreement (NDA). The Letter of Intent (LOI) is a nonbinding document drafted by the buyer of your business. It will outline the terms of the sale and price agreed upon by the seller and the buyer.

### Asset Purchase Agreement (APA)

This is the formal document that outlines the terms of the transaction, and any accompanying contracts such as non-competes and consulting/employment agreements if you desire to have a role within the business post-sale. The agreement will detail the date of the final transfer of business ownership and when the seller will receive the funds.

### Closing & Funding

With a signed APA, and completed Due Diligence phase, the Closing process can begin. It is time for the business to officially change ownership. This is handled by both parties' attorneys. At closing, the buyer will make any cash payments agreed upon typically by wire transfer.