

The Legacy Seller's Checklist

How to sell your business without losing your legacy.

Welcome

Selling your business isn't just about money — it's about people, purpose, and the future of what you've built.

The **Legacy Seller's Checklist** helps you protect what matters most as you prepare to exit.

Step 1: Choose the Right Buyer

- Do they share your values?
- Will they keep your team intact?
- Do they have resources to grow your business?

Step 2: Ask the 7 Buyer Questions

- What's your vision?
- How will you treat employees?
- How will customers be informed?
- Will you invest in growth?
- What role do you see for me?
- How will you finance?
- Track record?

Step 3: Protect Employees & Customers

- Build a transition plan
- Define non-negotiables
- Include protections in the deal

Step 4: Structure the Deal

Earnouts, equity rollover, advisory roles ensure your voice continues. Strategic buyers grow what you've built rather than dismantle it.

Worksheet: Define Priorities

- Employees' future
- Brand reputation
- Customer experience
- Scaling vision

Your Next Step

The Franchise Pros buy businesses in a way that preserves your legacy and honors your work.

- Schedule your confidential **Legacy Consultation Email:**
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