

PURCHASE & SALE OF BUSINESS COMMON MISTAKES

Some common mistakes that are made and areas to watch when transferring a business involve failing to consider the following:-

- **Trial Period** - negotiating a trial period and retaining the services of the Vendor to train the Purchaser and new staff
- **Retention** of current key employees
- **Zoning** - checking that the current use of the property complies with the zoning
- **Planning Permit** issued to the property
- **Saleable stock** counted in saleable stock figures
- **Demolition clauses** - checking that the lease does not include a demolition or refurbishment clause giving the right to the Vendor to remove you and redevelop the building within the lease term
- **Lease options** - checking that the lease provides for options past the current lease and that notification periods to exercise options have not expired
- **Future liability** for the sale of gift vouchers and promotions to be redeemed in the future
- **Finance arrangements** must be in place with the plant and equipment and the necessary transfers required
- **Licences, Permits, Quotas** must be transferable

At Cyngler Kaye Levy Lawyers we can assist Vendors and Purchasers with the above issues.

If you would like to speak to our **Law Institute of Victoria Accredited Specialist Jack Cyngler**, please do not hesitate to ring directly on +61 3 9523 8811.