



Checklist for Selling a Restaurant or Bar

- ✓ **Research Restaurant Brokers Online.** Look for those that specialize in restaurants, bars and franchise re-sales.
- ✓ **Call Restaurant Brokers and Interview Them Over the Phone.** Consider [this list of questions](#) as a starting point.
- ✓ **Pull together Your Restaurant Financials.** You need your most Profit and Loss Statement and Tax Returns.
- ✓ **Copy Your Lease and Franchise Agreement.** Your restaurant broker will need to review these, especially transfer clauses.
- ✓ **Make a list of the furniture, fixtures and assets that transfer.** Don't include leased equipment or personal items.
- ✓ **Meet With the Restaurant Broker and Get a Valuation on the Restaurant.** This is the basis for the listing price.
- ✓ **Review the Listing Agreement.** Ask questions about any items you don't understand.
- ✓ **Sign the Listing and Agree on Communication.** Tell the broker how often you want to receive an update and hold him to it
- ✓ **Review the Listing Before it Goes "Public."**
- ✓ **Continue to Run Your Business.** Relax and let the broker do his job while you keep sales and profits in line.

[Want a Free, No Obligation Valuation of Your Restaurant? Call us at 888-814-8226 or click to contact us](#)

