

Global Leader, BCMS Corporate to Advise SA Business Owners on how to sell their Businesses

- Xigo free seminars to be held in PE, Durban, Johannesburg and Cape Town
- BCMS Corporate Founder, David Rebbettes to facilitate the seminars
- Essential points to selling a business for maximum value

10 June 2014 – Johannesburg - *Entrepreneurs go into business, more often, with the hope of reaping the rewards of their sleepless nights, hard work, and time spent building their businesses. One key driver is to ultimately sell their businesses and to convert enough equity into cash to enjoy a lifestyle change or to retire.*

The dilemma most business owners face is, knowing when to sell, who the right buyer is, and who to trust in advising and executing your business sale.

In light of this Xigo, a leader in the sale of privately owned companies, will host its quarterly seminars <<http://www.xigo.co.za/industrial/index.php>> on the 19th, 24th, 25th, and 26th June 2014 in Port Elizabeth, Durban, Johannesburg and Cape Town respectively.

“Globally, our seminars attract over 2,500 people looking to sell their companies. We know there are different reasons why people decide to sell their business. Our structured sales’ methodology has been tried and tested and has resulted in hundreds of successful sales in South Africa and abroad. These seminars are a tool to lessen the burden of individuals who want to sell their companies,” says Deon Wolfaardt, Head of Business Development at Xigo.

This year seminars will again be facilitated by David Rebbettes, the founder and CEO of BCMS Corporate – Xigo’s international partner, based in the UK. Rebbettes is well known as an international speaker and lectures at over 100 conference, seminars and events around the world each year.

“We believe that these seminars are an excellent platform for individuals who are thinking of selling their business in the future. It will shed light into why we believe that selling a business should not be regarded an accounting issue, but rather a sales’ and marketing issue. We will also demonstrate how we have successfully sold many businesses on behalf of our clients for maximum value. Moreover, this is an opportunity for business owners to learn about the Xigo approach versus the traditional approach in selling businesses,” explains Wolfaardt.