

# Advising clients on small business sales

Recorded | 60 minutes

## Overview

Level: Essentials

Focusing on small business transactions, this practical session will provide you with the framework to advise your clients on the purchase or sale of a business.

1 CPD Point



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60mins



## Advising clients on small business sales

Focusing on small business transactions, this session will provide a framework to advise your clients on the purchase or sale of a business including:

- common special conditions for the sale and purchase of a small business
- examples of good due diligence clauses
- what searches you should recommend to a client before signing a contract
- what searches need to be carried out once the contract is on foot and other key considerations for solicitors to make at this point
- how to prepare for settlement.

You will also be provided with useful tips and checklists to implement in your practise.

Presenter: **Joe Kafrouni**, Director, Kafrouni Lawyers and Accredited Specialist (Business Law) – Qld

Chair: **Stafford Shepherd**, Principal Ethics and Practice Counsel, QLS Ethics and Practice Centre | Legal Practitioner Director, QLS Solicitor Support Pty Ltd Queensland Law

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