



Client interview

BCMS Corporate client: Rich Designs

Business activity: Graphic design

Name: Jill Rich

Why did you decide to sell your business?

'Because we'd worked in the business for a long time and needed a fresh challenge.'

How did you find out about BCMS Corporate and why did you select us to sell your business?

'We went to a seminar in Sheffield and decided to take it from there.'

Did you consider any competitors of ours and if so why did you not use them? If you didn't consider any competitors, why not?

'No, we saw the advert, went to the seminar and decided to use BCMS Corporate, we didn't consider looking for anyone else.'

How did you feel the sale process was managed?

'It was fine, it went well.'

How important was confidentiality and why was this?

'Very important.'

Did the sale process affect the everyday management of your company?

'No not at all.'

Are your staff staying with the company and was this an important factor in the sale process?

'Yes they did stay, and yes it was an important factor.'

Will you have any involvement in the business post sale and if not what does the future hold for you?

'My husband is still working there, he has an 11 month handover period, and after that, he will retire.'

Would you recommend BCMS Corporate's services to another company considering selling?

'Yes, I would.'

How satisfied were you with the sale price and terms achieved?

'Very satisfied.'

What is your overall opinion of BCMS Corporate?

'Very good.'