

STEP 1

Discovery Meeting



We meet in person or via phone/zoom to discuss your expectations, the centre's/s' operational attributes and our marketing program. This meeting can be held, after hours, on or off site but at all times we are discreet, so staff are not aware of the potential sale.

STEP 3

Marketing Campaign



We work with all corporate groups through to small independent operators. We have discreet discussions with our extensive database of pre-qualified purchasers to match their acquisition profile with your offering. At times we will send a communications piece to our database to alert them of the new listing. However, this will have non-identifying descriptions – again to maintain discretion and confidentiality at all times. We undertake all marketing activities at our own cost so there is no additional cost for you the client.

STEP 5

Centre Viewings



We will organise centre viewings outside of the centre's operating hours to show prospective purchasers through the service.

STEP 7

Due Diligence Phase



We will support you throughout this stage and will assist with any discussions where needed to ensure this stage is smooth for you. Given our careful prequalification of prospective purchasers and knowing their purchasing profiles we ensure that many due diligence areas are covered in a timely manner even before this stage to ensure a sale at the end of this process.

STEP 2

Source Documentation



In order to present our listing professionally we source all relevant information from you and develop a comprehensive Information Memorandum (examples available upon request). This places your centre in the best position with all relevant and up to date information so that we can pre-qualify prospective purchasers and answer all initial questions prior to viewing your centre. During the sale period we do ask that you provide us with regular occupancy reports to ensure we are advising of the latest occupancy figures to prospective purchasers.

STEP 4

Enquiries



We work through all buyer approaches and enquiries to pre-qualify interest, so we maximise everyone's time.

STEP 6

Offer



We will present all offers to you as our client and discuss the merits of each offer.

STEP 8

Settlement and Handover



During the last few weeks, we will work with you and your solicitor to ensure all is completed for handover and your centre is ready for settlement. We look forward to acknowledging and celebrating your sale and working with you again on any further sales or acquisitions in the future.