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# Preparing to Sell Your Business With James Hipolit of Troutman Pepper Locke

## SPEAKERS

James M. Hipolit

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Perhaps the worst thing a business owner can do ahead of the sale of their company is not be prepared. Not only could that crater the returns the owner was hoping to get for what is often their life's work, it could nuke a sale entirely. Fortunately, attorney James Hipolit has advice for those who've never sold before. In this episode of *Smart Business Dealmakers*, the M&A partner with Troutman Pepper Locke joins host Adam Burroughs to cover the basics, from first steps to pre-diligence to common pitfalls, and offer advice to get first-time sellers off to a strong start.

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