

# Selling Your Business: Summary of the Process

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# Regulation of Transfers of Licensed Cannabis Businesses

## Local Requirements

- Submit updated “owner” pages from the original permit application
- Pay a “Change Fee”
- New Owner(s) complete live scan

## State Requirements

- Submit [BCC-LIC-027](#) form to the DCC
- Transfer no more than 80% in a single transaction to preserve license continuity
- New Owner(s) file an owner submission and complete live scan

# Business Purchase Process

Prepare for Sale

Finding Buyers

Due Diligence

Negotiation

Closing



# Preparing for Sale



## Financial Preparation

Organize all financial statements, tax returns, and other relevant financial documents for the past few years. Conduct a financial audit to ensure accuracy and transparency.



## Business Valuation

Value the business in consideration of its assets, revenue, profits, market trends and future potential. [*consider hiring a professional*]



## Offering Documents

Prepare a written offering with supporting documents (e.g., key legal documents).



## Tighten Up Operations

Streamline operations; address any outstanding legal or compliance issues; document key processes and systems.

# Finding Your Buyer



HIRE A PROFESSIONAL



MARKET THE BUSINESS



SCREEN BUYERS

# Hire a Professional and Market the Business

## Business Brokers and Listing Sites



Cannabis Business Brokers

<https://cannabis-brokers.com/>

Green Life Business

<https://greenlifebusiness.com/>

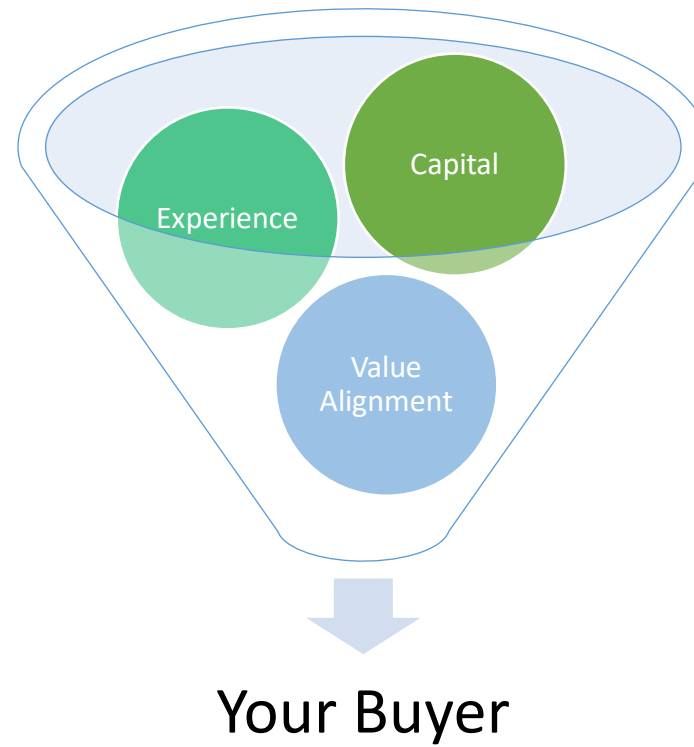
Evergreen Brokers

<https://evergreenbroker.com/>

420 Property.com

<https://www.420property.com/>

# Screen Prospective Buyers



# Finding Your Buyer ☒

## Document Checklist:

1. Signed Non-Disclosure Agreement (NDA)

[\[Download NDA Template\]](#)





# Due Diligence Review

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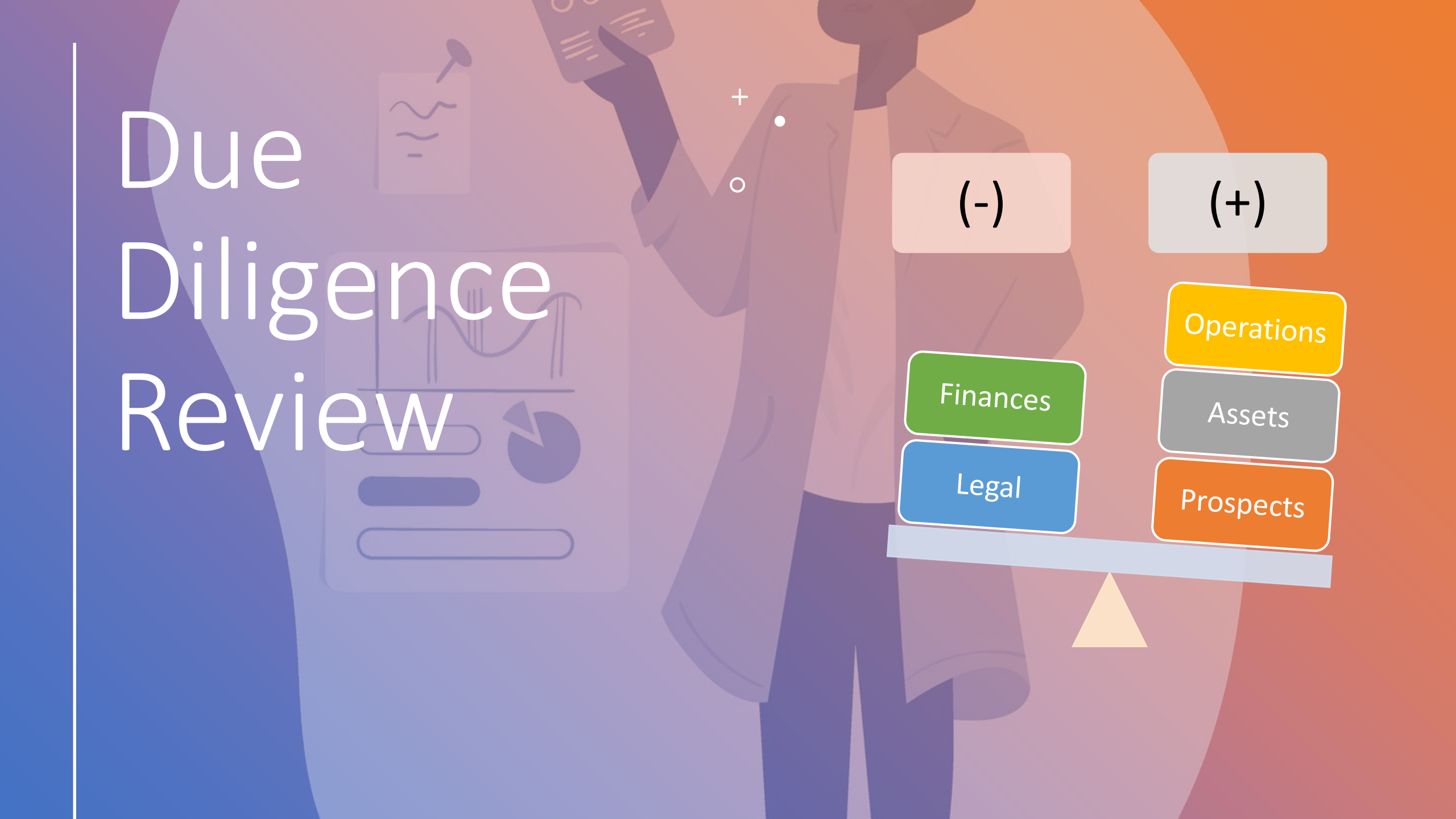
Finances

Legal

Operations

Assets

Prospects



# Expression of Intent

## Document the Intent



Term Sheet



Letter of Intent (LOI)



Memorandum of Understanding (MOU)

## Include the following:

- Outline Purchase Terms
- Specify Timeline
- Specify Any Condition Precedent
- Provide for Exclusivity

# Due Diligence Review

## Document Checklist:

1. Signed Expression of Intent

[\[Download Term Sheet Template\]](#)



# Negotiation



Sale Price



Payment  
Structure



Liabilities



Contingencies



Final Deal



# Negotiating the Deal ☒

## Document Checklist

Share Purchase Agreement  
(SPA) or Membership Interest  
Purchase Agreement (MIPA)

Bill of Sale or Assignment  
Agreement

Requisite Consents [e.g.,  
owners, board members,  
manager(s)]



[\[Download Purchase Agreement Templates\]](#)

# Closing

The process by which Buyer and Seller determine whether the deal is ready and able to conclude.



# Closing ☒

Buyer financing  
finalized

Purchase money  
deposited to Escrow

All conditions satisfied  
or waived

Finalize sale contract  
and any accompanying  
documents





# Post-Sale Obligations

- Transition ownership
- Notify employees, operations, vendors, service providers, etc.
- Report to Local/State Licensing Authority
- Tax Reporting



Thank you for  
your attention.



**KNOX & ROSS**  
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