



ש
ש
ש
ש
ש

About Attain

Attain Pty Ltd is a Pharmacy specific Business Brokerage service operating throughout Australia.

We base our service on the highest standards of professionalism, expertise, knowledge, skill and ethics. In doing so, Attain earns the loyalty and trust of business owners and buyers across the health professions. In doing so, they become our lifelong clients and friends as we always place their interests ahead of our own.

Attain brings vast experience and commitment to the business brokerage space. Our clients enjoy added value as our results driven, professional and honest approach benefits all of our clients.

Our team consists of qualified real estate agents and business analysts from across Australia. With experience in business sales, property sales, business analysis, marketing and process management we bring a wealth of knowledge to our service and are available to answer your every question along the way.

Every client is supported by a dedicated sales agent, supported by a team of industry experts that provide support and services as required.

Professionalism and confidentiality throughout the process is of utmost importance to us. When you sell your business through Attain, you and your business are serviced by one of Australia's most professional and competent business broking teams.

We operate in the following Australian States and Territories:

- Victoria
- New South Wales
- Queensland
- Tasmania
- South Australia
- Western Australia
- Australian Capital Territory



Natalie Sirianni

Natalie Sirianni is a Director of Attain Pty Ltd. She is a qualified Business Broker specialising in pharmacy. She has Bachelor of Commerce and Bachelor of Science degrees from the University of Melbourne with majors in Actuarial Studies, Finance, Mathematics and Statistics.

Natalie has worked in a number of areas of pharmacy business management including:

- Pharmacy Valuations
- Research & Statistics
- Management Consulting
- Pharmacy Finance
- Pharmacy Business Broking

Natalie is a licensed real estate agent, member of the Real Estate Institute of Victoria (REIV) and member of the Australian Institute of Business Brokers (AIBB).

Natalie was the winner of the 2014 REIV Business Broker of the Year Award and finalist in the 2015 REIA National Award for Business Broker of the Year.

Natalie aims to provide pharmacy owners, and aspiring owners, with the highest level of service during the process of buying and selling a pharmacy. Her knowledge,

commitment and professionalism, combined with the experience of the Attain team, have led to many successful pharmacy business sales over the years.

Qualifications

Bachelor of Commerce and Bachelor of Science
University of Melbourne

(Majors: Commerce – Actuarial Studies & Finance; Science – Mathematics & Statistics)

Certificate IV in Property Services (Real Estate)
Real Estate Institute of Victoria

AIBB Certified Practising Business Brokers Course
Australian Institute of Business Brokers

Awards

Australian Institute of Business Brokers' Rookie Broker of the Year – Winner 2013 & 2014

Real Estate Institute of Victoria Business Broker of the Year – Winner 2014 & Finalist 2013

Professional Memberships

Australian Institute of Business Brokers
Real Estate Institute of Victoria



המסמך
המסמך
המסמך
המסמך



Selling Your Pharmacy

Making the decision to sell your pharmacy can be an emotional and perhaps daunting process. While this is the case for all investments and business ownership, for many owners, your pharmacy is much more than just an investment!

Eventually, all business owners will sell. **The key questions are when, how, and who chooses the time?**

There are many questions to consider when selling your pharmacy including:

- How do I calculate the price?
- How is the market performing?
- What is the best method of selling?
- When is the best time to sell?
- Which business broker should I choose?
- How can I best manage the process?

We're here to help!

As specialist pharmacy business brokers, our business is selling pharmacies. We are experienced in the sale process and will work with you and your advisors to achieve the best outcome possible in the market. Let us guide you through the sale of your pharmacy to ensure the best outcome for you and your business.

Our passion is pharmacy sales and we look forward to assisting you through the important process of selling your pharmacy!

Why use a broker?

As a pharmacy owner, you will understand that to get the best out of your business, you need to focus on what you do best and let others manage the rest.

Professional business brokers are well versed in the marketing and selling of a business.

Let us guide you through the sale of your pharmacy to ensure the best outcome for you and your business.

You have spent considerable time and effort building up your pharmacy and it may be your largest financial asset. It is important that you get the sale process right – a business broker will identify how to start the process and provide a plan to achieve a sale.

Using a business broker can provide guidance in understanding the likely sale price of your pharmacy, steps you can take to maximise the sale price of your pharmacy and identify what aspects of the pharmacy will appeal to real buyers.

A business broker works daily on business transfers. By using a business broker, you can ensure that an experienced, skilled professional can handle the process and all the complications for you.



Our Approach

At Attain we will be doing everything possible to make sure you get the highest price in today's market.

We hold your information in the strictest confidence. We aim to give you the finest service available and will do everything possible to achieve the highest price in the market. We will ensure that everyone who 'looks' at the business will be in a position to buy. We do not believe in disclosing information about the pharmacy just for the sake of it. We will always be looking for the right buyers for you. We will also keep the identity of the pharmacy confidential. Details will only be released to prospects who execute a Confidentiality and Non-Disclosure Agreement.

At Attain, we operate throughout Australia and we will take your business to the national and broader market. This will ensure that you achieve the best price in today's market.



The first steps of the sales process will be:

1. Authority to Sell – in order to act on your behalf in the sale, we are required to execute an Authority to Sell document for your pharmacy. As soon as this is complete we can commence the process of selling your pharmacy.
2. Market Assessment – as part of completing the Authority to Sell document, we will need to complete a market assessment of your pharmacy. In order to complete this we will require some financial and qualitative information about the pharmacy. The Market Assessment will provide you with an estimate of our expected sale price for your pharmacy. It will be based on current market data and trends.
3. Disclosure Document – the next step of the process will be to prepare a Disclosure Document to market the business. These will include both qualitative and quantitative data. We will require further information and clarification at this stage.
4. Marketing – we will use our national focus to target key players throughout Australia with the capacity to buy your pharmacy. Our strategy will include focused marketing without disclosing the name or the location of the pharmacy. This will ensure that confidentiality of the pharmacy is upheld.

From there, we will assist you through the whole process, right through to settlement and beyond!

Testimonials

"Attain was efficient, thorough and always personable. I always felt they were doing their best for me, the client and at no stage did I feel under any pressure to make a decision. Well done everyone!"

Gary, Pharmacist, Victoria

"Selling a pharmacy is a very stressful and drawn-out process! Natalie Sirianni and team were immensely helpful all along the way, using their combined expertise to make the process flow as smoothly as possible. Great negotiating skills and great communication skills helped keep the sale on track and bring about a great outcome for all involved."

Diana, Pharmacist, Victoria

"It was not an easy task deciding which broker we would choose to assist us in selling our pharmacy. After several conversations with Natalie, I was impressed by the promptness of her responses and her knowledge to the market, and so we decided to go with Attain. Although initial forecast for selling our pharmacy was 3 months, it ended up taking about 9 months. I commend Natalie on her professionalism, which she maintained throughout, but particularly during the difficult times when there was little or no activity on the buyers side. Natalie regularly

kept me informed of what was happening in relation to the sale and she was readily available. Even when she wasn't, she always made sure that an alternate contact person was available.

Once the buyer had signed the contract, Natalie continued to make sure that everything was going smoothly. She helped in liaising with the purchaser and the lawyers and offering assistance wherever necessary.

Natalie's professionalism, assistance and persistence were instrumental in achieving the successful sale of our pharmacy, and I have no hesitation in recommending her services."

Pharmacist, Victoria

"This year my business Partner and I have sold two pharmacies managed by Natalie Sirianni of ATTAIN BUSINESS BROKERS. Natalie is outstanding not because she is charming, attentive in understanding our needs, thorough in her procedures dealing with our needs, precise, and tenacious. Natalie is outstanding because she delivers on these things every day. Neither of these sales were straightforward or simple and Natalie worked with us to develop ideas and deliver a good outcome. Her charming commitment and consistency is outstanding."

Pharmacist, Victoria

Contact Us

Attain Pty Ltd
1300 ATTAIN (288 246)
www.iattain.com.au
office@iattain.com.au

Melbourne (Head Office)
Level 10, 52 Collins Street
Melbourne VIC 3000

Sydney
Level 13 & 14, Macquarie House
167 Macquarie Street
Sydney NSW 2000

Brisbane
Level 18, 123 Eagle Street
Riverside Centre
Brisbane QLD 4000

Perth
Level 14, 197 St Georges Terrace
Perth WA 6000

Further Resources

Blog:

The Attain Business Brokers Blog is designed to provide commentary on issues related to buying or selling a pharmacy. For many pharmacy owners, the transaction will occur irregularly, so it is important to ensure that you gain an understanding of what's involved. We hope the blog provides some valuable answers to your questions.

The blog can be accessed through our website
www.iattain.com.au

