Have You Ever Thought About What Comes Next?



Recently, we helped the owner of a South Auckland business transition ownership after 12 years at the helm.

Like many founders, they hadn't set out to build a business with the intention of selling it one day. They simply built something meaningful. Over the years, the business became more than a source of income. It became a routine, a responsibility, a reputation, and a significant part of their life.

When the time came to consider moving on, the biggest questions weren't necessarily about buyers, valuations, or negotiations.

They were about what came *next.*

.After spending more than a decade focused on growing a business, serving customers, and supporting staff, how do you decide what the next chapter looks like?

It's a question we encounter often. Every business sale is different. Different industries, different motivations, different outcomes.

Yet behind many successful transitions is the same underlying challenge: business owners have spent years building their business, but very little time thinking about life after it.

That's why one of the first conversations we have with vendors has nothing to do with selling.

Instead, we ask them to **picture the future**.

What would life look like if you stepped away from the day-to-day responsibilities of ownership?
How involved would you want to be in work?
What would you do with more time?
What opportunities would you pursue?
What choices would become available to you?

Interestingly, the answers are rarely about selling a business.
They're about spending more time with family. Travelling. Investing. Mentoring. Starting something new. Pursuing interests that have sat on the back burner for years.

In other words, they're about **having options**.

And that's what we believe business transitions should create.

Not simply a transaction, but the freedom to choose what's next.

For some owners, that means retirement. For others, it means a new venture, a reduced workload, or the flexibility to spend their time differently.

The outcome may look different, but the goal is often the same: creating opportunities that weren't previously available.

For the owner of this South Auckland business, the successful sale marked the close of one chapter and the beginning of another.

The people we work with have often spent years, sometimes decades, creating value through their businesses. Our role is to help ensure that value translates into something meaningful beyond ownership.

Because when the time comes to move on, the goal isn't simply to close a deal.
It's to open doors, and help business owners leave their businesses better off than when they started them, and ready for whatever comes next.

What Options Could Your Business Create?

Retirement. Travel. A new venture. More time with family.

Every business owner's answer is different.

Understanding the value of your business today can be the first step toward understanding the choices available tomorrow.

Speak with one of our expert brokers for a complimentary market appraisal.

Request A Complimentary Appraisal



Recently Sold Businesses



Leading Digital and Media Services Business | FY25 EBITDA $1.5m

Auckland

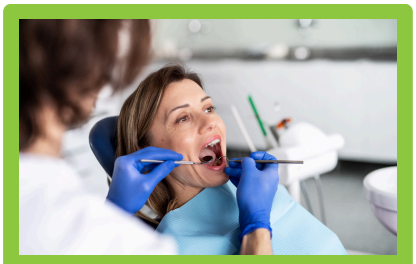
Sold by Michelle Boag



800sqm Established Cabinet Manufacturing Business

Auckland

Sold by Jane Gu



Highly Profitable Dental Practice with Rare On-Site Denture Capability

Auckland

Sold by Hanre Becker & Jane Gu



Hand Therapy Clinic Earning $200K Profit | Sale Price $275,000

Auckland

Sold by Michelle Boag



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Auckland

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Automatic Car Wash Business – FY25 Normalised EBITDA $199K

Auckland

Sold by Khushdeep Sharma

Kauri Business Sales Team



My Profile

Khushdeep Sharma
Director
022 373 8555



My Profile

Jane Gu
Business Broker
022 028 0891



My Profile

Steve Alesech
Broker | Buyers Agent
021 949 009



My Profile

Hanré Becker
Business Broker
027 807 7243



My Profile

Christine Chen
Business Broker
022 317 1359



My Profile

Michelle Boag
Business Broker
021 940 884



My Profile

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022 429 7463

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