

Initial assistance to members looking to sell their book/business

The TripleA is happy to assist members who are thinking of selling their book or business by making the initial contact with potential buyers. The TripleA does not involve itself beyond what is outlined below.

Business summary

- We make available a summary of the book/business in the TripleA newsletter which goes to all members. The sellers name is not mentioned.
- The format of that summary:
Should include:
 - Geographical area of the book/business
 - The companies that make up the book/business
 - The makeup of the book/business in percentage terms broken down by risk, investment, Kiwisaver, health etc.May include:
 - The makeup of the book/business in dollar terms if the seller is happy to make this information available at this point. See process bullet 3 below.

Process

1. Summary of the book/business is outlined in the TripleA newsletter.
2. An “enquiry close-off date” is agreed with the seller for TripleA members to show their interest.
 - The TripleA passes on the names of those interested to the seller, at this date.
 - The TripleA tells the members who have expressed an interest, when we have passed on their name as an interested party, and how many other members have expressed interest.
3. The seller contacts all the TripleA members who have expressed an interest.
 - The seller may at this point provide the makeup of the book/business in dollar terms if this information wasn’t provided in the initial summary.

Other assistance

Potential sellers may also wish to contact brokers that can assist with book/business sales such as:

- Ralph Stewart Consulting
- Mike Moore