



**Business Exit
Solutions**

Plan. Exit. Thrive.

What to Do With a Non- Profitable Business

**Not Sure What to Do
With Your Business?
Here's a Simple Guide**

Not Sure What to Do With Your Business?

A Simple Guide to Help You Decide What's Next

If your business isn't profitable, or you're unsure whether to sell or close it, this guide will help you **evaluate your options** and make an informed decision.

Step 1: Is Your Business Still Worth Keeping?

Not every business needs to be profitable to be valuable. Ask yourself:

- Do I still enjoy running this business?
- Can I continue operating it as a side project or passion business?
- Does it provide non-financial benefits like networking, creative fulfillment, or personal growth?

What This Means for You

If you answered **yes** to most of these, keeping the business as a hobby or part-time venture could make sense.

If you answered **no**, it's time to assess whether it has potential value to someone else.

Step 2: Could You Sell Your Business?

Selling a business isn't just about finding a buyer—it's about **having something worth buying**.

- Is the business consistently profitable?
- Can it operate without you?
- Does it have valuable assets, intellectual property, or a loyal customer base?
- Are financial records in good shape?

What This Means for You

If you answered **yes** to most questions, your business could be attractive to buyers. If you answered **no**, it may not be saleable in its current state.

Not sure? Take our business saleability quiz for a more detailed assessment:

[Take the Quiz](#)

Step 3: What If Selling Isn't an Option?

If your business isn't ready for sale, you still have two main paths:

Option 1: Improve and Grow It

- Find new ways to increase revenue or reduce costs.
- Automate processes to make it more efficient.
- Strengthen branding, marketing, or operations to make it more attractive for future buyers.

Want a structured approach? Check out our [Rapid Value Growth Program: Learn More](#)

Option 2: Close the Business Responsibly

If it's time to move on, follow the correct process to avoid financial or legal complications. The steps vary based on your business structure, but generally include:

1. Cancel your ABN (Australian Business Number).
2. Submit final tax returns and settle outstanding taxes.
3. Cancel GST and other registrations.
4. Notify customers, suppliers, and any employees.
5. Close business bank accounts and cancel subscriptions.

For detailed guidance, refer to the [ATO Business Closure Guide](#).

Step 4: Get the Right Support

Regardless of your decision, resources are available to help you move forward:

- **If you want to grow and increase value:** [Rapid Value Growth Program](#)
- **If you're exploring a sale:** [Take the Business Saleability Quiz](#)
- **If you need to close the business:** [ATO Closure Guide](#)

Final Thoughts

Deciding what to do with your business isn't always easy, but clarity comes from action. Whether you choose to **grow, sell, or close**, the key is making a plan and moving forward.

Need advice on your next steps? Reach out—we're here to help.

Your Roadmap to a Successful Business Exit

At Business Exit Solutions, we provide the tools, resources, and expert guidance to help you:

- Prepare your business for sale, succession, or retirement.
- Maximise its value and ensure a smooth transition.
- Thrive in the next chapter of your life.

Whether you're just starting to plan or ready to act, we're here to support you every step of the way.

Take the Next Step Today

Contact us to start planning your successful business exit or Scan the QR code below to book your free Consultation now!



+61 440 136 616



office@businessexit.global



www.businessexit.global



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