



Selling Your Business

Paul S. Sperry, Beatrice H. Mitchell



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The Complete Guide to Selling Your Business Paul S. Sperry, Beatrice H. Mitchell, 2004 Endorsed by The Institute of Directors Highly practical in nature offering step by step advice clearly and effectively recommended Library Journal Mandatory reading for any business contemplating a sale David Tarver Former Group President Spirent Group plc Makes the complex process of selling a business clear and understandable Pat McGrogan President Nivel Golf Parts A valuable resource when it comes to sell or find a merger partner Geoff Rehnert Partner Audax Capital Sooner or later every business owner must think about how and when to sell their business The reasons can be varied it could be because the business needs capital to grow or requires market reach that it can't achieve on its own or because the owner wants to convert equity into cash Whatever the reason the decision remains the same However deciding to sell your business can be a difficult emotional process and it's often one that business owners have never had to face before It's also the single most important decision a business owner will ever make so it can pay large dividends to get experienced advice This comprehensive fully updated new edition of *The Complete Guide to Selling your Business* addresses the entire process step by step From how to determine the right time to sell to negotiating the final terms every issue is dealt with in detail Topics covered include reasons for selling valuing a company deciding between a Flotation and a sale the sale process negotiating the best deal the purchase agreement completion and closing the deal There are real life case studies that show how to deal with the complex issues involved and a sample confidentiality agreement purchase agreement and other important documents The authors have been advising business owners on selling their businesses for nearly 20 years and the results of that experience are distilled into this book

Selling Your Business For Dummies Barbara Findlay Schenck, John Davies, 2008-11-03 A hands on tool for conducting the successful profitable sale of a business As business owners gray trends have shown that they start thinking of cashing out *Selling Your Business For Dummies* gives readers expert tips on every aspect of selling a business from establishing a realistic value to putting their business on the market to closing the deal It helps them create sound exit plans find and qualify a buyer conduct a sale negotiation and successfully transition the business to a new owner The accompanying CD is packed with useful questionnaires worksheets and forms for prospective sellers as well as a blueprint for customizing and assembling information into business sale presentation materials sale presentation materials including snapshots of revenue and profit history financial condition market conditions brand value competitive arena growth potential confidentiality agreements and other information that supports the sale price Note CD ROM DVD and other supplementary materials are not included as part of eBook file Please refer to the book's Introduction section for instructions on how to download the companion files from the publisher's website

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Your Business Tim McDaniel, 2014-11-20 In Valuing and Selling Your Business A Quick Guide to Cashing In author and valuation expert Tim McDaniel a veteran of over 2 000 valuation engagements and dozens of M A deals covers the essentials in a short value packed book of valuing and selling your business for an acceptable price And if the valuation doesn t suggest the price you have in mind is possible McDaniel shows you how to increase the value before putting your company on the market It probably won t surprise you that 60 80% of a business owner s wealth is tied up in the value of the business This is your most important asset but you probably only guess at its value and you may have no concrete plan to increase that value Even if you re not planning to sell in the near future it s good to know what your business is worth so you can take the steps McDaniel outlines to make it more attractive to prospective buyers This book covers How valuations are done Whom to engage as a valuator How to increase the value of your business Insider tips on the sales process Best sales practices Valuing and Selling Your Business A Quick Guide to Cashing In an abridgement of McDaniel s Know and Grow the Value of Your Business helps you get the most for your business when you decide it s time to move on [Selling Your Business the Easy Way](#) Mark T. Jordan, 2008-05 Reveals points to consider prior to selling along with critical pitfalls to avoid during the process Understand how to maximize the potential for a successful negotiation process learn how selecting the right team of advisors can make the difference between a failed deal and closing the deal with sections on negotiations marketing and valuations page 4 of cover **The Upstart Guide to Buying, Valuing, and Selling Your Business** Scott Gabehart, 1997 A comprehensive guide covering the top three critical issues every business owner faces this book ensures that all parties understand each other s needs thus clarifying a complex process and opening the door to successful negotiations The volume includes an extensive stand alone glossary of relevant terms and concepts as well as comprehensive lists of business opportunity sources contact lists and reference materials The disk contains all the forms from the book *The Art of Selling Your Business* John Warrillow, 2021-01-12 Freedom It s the ability to do whatever you want whenever you want It s the ultimate reward of selling your business But selling a company can be confusing and one wrong step can easily cost you dearly The Art of Selling Your Business Winning Strategies Secret Hacks for Exiting on Top is the last in a trilogy of books by author John Warrillow on building value The first Built to Sell encouraged small business owners to begin thinking about their business as more than just a job The Automatic Customer tagged recurring revenue as the core element in a valuable company and provided a blueprint for transforming almost any business into one with an ongoing annuity stream Warrillow completes the set with The Art of Selling Your Business This essential guide to monetizing a business is based on interviews the author conducted on his podcast Built to Sell Radio with hundreds of successfully cashed out founders What s the secret for harvesting the value you ve created when it s time to sell The Art of Selling Your Business answers important questions facing any founder including What s your business worth When s the best time to sell How do you create a bidding war How can you position your company to maximize its attractiveness Who will pay the most for your business What s the secret for

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