



HOW TO SELL YOUR BUSINESS?

How To Sell Your Business And Get The Best Price

Christina Lazuric Woscoff



How To Sell Your Business And Get The Best Price:

How To Sell Your Business For the Price You Want Mark Blayney, 2014-02-21 Some people only ever sell their business once usually when they are looking to retire Others will find themselves selling their businesses a number of times during their careers as they move from one project to the next But both types of people have one thing in common they need to get the best deal possible out of the sale This practical commonsense book will help to secure the best result Now updated and revised it is in its 2nd updated edition It offers first hand advice on the whole sale process from deciding why and when to sell through getting the best sale to completing the deal Charts and examples offer advice on essential legal financial and strategic issues for all types of enterprises however big or small your business *How to Sell Your Business* Don Matlock, 2019-06-01 *How To Sell Your Business* is tailored primarily for the owners of small to medium sized privately owned businesses it contains a route map of the main factors you need to be both aware of and to consider in contemplating the sale process It offers clear vision and methodology through what can be a very complicated stressful process Drawing on Don Matlock s twenty plus years of personal experience selling consulting on the selling of businesses big and small the book will be must have guide to anyone entering this potential minefield It shows you how to value your business present for sale maximise the price find a potential buyer handle due diligence and sign a contract for sale among other aspects Master Exit Strategies and Sell for Millions: How to Sell Your Business for Maximum Value Silas Mary, 2025-02-07 *Master Exit Strategies and Sell for Millions* How to Sell Your Business for Maximum Value Building a business is one thing selling it for top dollar is another The difference between entrepreneurs who sell for millions and those who walk away with pennies A smart exit strategy This book is your step by step guide to preparing positioning and selling your business for maximum value Whether you re planning to sell in a few years or just want to keep your options open you ll learn how to increase valuation attract the right buyers and negotiate a deal that sets you up for life Inside you ll discover *The Exit Strategy Playbook* how to plan for a profitable sale from day one *How to Increase Business Valuation* boost revenue streamline operations and make your business irresistible to buyers *Finding the Right Buyer* how to attract strategic buyers willing to pay a premium *Negotiation Tactics That Win* maximize your payout and avoid common pitfalls *Life After the Sale* how to invest transition and secure long term wealth Don t wait until you re ready to sell the best exits are planned years in advance If you want to cash out big and sell on your terms this book is your ultimate guide Let s make your business sellable and profitable **Sell Your Business for the Max!** Steve Kaplan, 2009-01-01 Written by an expert in acquisitions a practical handbook for those hoping to sell their business for the maximum payoff takes readers step by step through the entire sales process from preparing for and negotiating the sale to follow up and optimizing the outcome with valuable advice and real life examples as well as a suite of downloadable business tools and templates Sell Your Business for More Than It's Worth Michell Seiler-Tucker, 2013-04 *Sell your business for more than its worth* addresses the vital issues that add value to your business as

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owners can go about selling their companies and optimize the price they receive It is written to take the mystery out of the process of selling a business and to help newcomers to the subject become conversant with the knowledge they will need and comfortable with the experts they will encounter during the various stages in the selling process The book covers the entire selling process step by step from making the decision of when to sell through determining how to market the company to understanding the various legal documents involved in a sale and on to closing the deal and handling the transition afterwards Throughout the book John Sampson shares many experiences and stories from his successful career of working first hand with business owners He takes you inside the selling process to help you clinch your own deal Book jacket

Running a Small Business in the Pacific Region Rex Kinder,2024-02-02 It is not easy to start a successful business these days and far too many fail in the first year of trading The problem lies largely in the lack of accessible and good information available to small business owners Running a Business in the Pacific Region offers simple step by step plans for starting and maintaining a small business as it grows It takes you through all the stages from how to decide if it s worth starting the business financial planning and management to the day to day running of a successful business There is a wealth of information throughout the book for other kinds of readers as well General management topics including hiring employees keeping bank accounts and avoiding scams purchasing and using computers business and the law and ethics should be of interest to all kinds of managers

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Start It, Sell It & Make a Mint Joe John Duran,2004-07-08 Real world anecdotes and step by step strategies to build and sell a successful business Half of the roughly one million businesses that start up every year fail because of insufficient financing poor management or lack of basic entrepreneurial skills Based on his own experience as well as those of the many other successful business owners interviewed for this book Joe John Duran explains how to overcome these obstacles This reader friendly book offers easy to follow advice including 20 vital secrets that will help business owners avoid the most common mistakes grow their businesses successfully and then sell them at the highest price possible Joe John Duran Santa Monica CA built a national investment firm with billions under management and thousands of clients Within 10 years of creating it he sold it to General Electric for tens of millions of dollars He is a chartered financial analyst CEO of Alchemy Capital Chairman of Finance of the Santa Monica Bay Young Presidents Organization YPO and a member of the Association of Investment Management Research AIMR and the Los Angeles Society of Financial Analysts LASFA **The Canadian**
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