



# Selling A Business

**Michael K. Semanik, John H. Wade**



## **Selling A Business:**

**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 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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**The Complete Guide to Selling a Business** Michael K. Semanik, John H. Wade, 1994-01 Information abounds for people who want to start a small business but what happens if you want to sell your company and move on to something else The Complete Guide to Selling a Business

covers the full range of activities necessary to sell a small business successfully and make big profits This quick read outlines a six step process that takes you all the way from the decision to sell to dealing with the separation Authors Michael K Semanik and John H Wade have written a straightforward guide that s practical for anyone who plans to sell a business now or in the future As experts in business brokerage planning and valuation services they know and explore all the issues that arise during the course of a sale and suggest ways of handling them With the help of four case studies that parallel stages in the selling process they show how you can increase the future value of your business get help from attorneys and CPAs identify potential buyers and present your business to them set a price advertise your business for sale negotiate the sale and follow through on after sale responsibilities Selling your business is one of the most significant financial decisions you ll ever make Once you ve determined its value you ll learn marketing techniques to get the price you deserve And once you ve located a buyer you ll also learn how to structure terms and agreements with the help of sample documents which you can use either on your own or with the aid of an attorney or CPA Financial considerations are key to the successful sale of a business but many transactions still fail because of emotional reasons Semanik and Wade help you assess the pros and cons of putting your business up for sale so that whatever the circumstances you can be sure you re selling for the right reasons Filled with action tips the book will help you deal with overinflated expectations of your business s worth and resolve the feelings of loss that can occur once you ve sold it You ll even find post sale suggestions for planning your next move You ve worked hard at running your business Now it may be time to move on to something else Relax With the help of **The Complete Guide to Selling a Business** you ll be able to complete the transaction with a minimum of stress and enjoy the rewards you ve earned

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**Buying and Selling A Business** Robert F. Klueger, 1988-02-25 A practical manual on how to buy or sell a business Explains everything you need to know about evaluating the target and negotiating the sale step by step to the closing Written in clear terms by a man who has been involved with scores of sales of businesses private offerings and corporate reorganizations Covers such basic aspects as choosing the right business Why is the seller selling analyzing the seller s operations and finding the money i e

how to deal with bankers Contains buying and selling forms profit loss and income statements and a sample business plan

How to Say It: Business to Business Selling Geoffrey James, 2011-12-06 There are approximately 35 million business to business sales reps in the country selling everything from books and computers to furniture and flooring They know as well as anyone that selling to other businesses is not the same as selling to consumers Businesses have different budgets needs demands and expectations from those of general consumers That means an entirely different skill set is required of business to business sales reps How to Say It Business to Business Selling is the only book of its kind that caters exclusively to business to business sales professionals Its short chapters provide tips and strategies tailored especially for the unique business to business selling process You ll learn how to Motivate Yourself to Sell Craft an Elevator Pitch Find Hot Sales Leads Make a Cold Call Use Voicemail to Sell Give a Sales Presentation Write a Sales Proposal Give a Product Demo Negotiate the Best Deal Close a Sale Create a Powerful Sales Process Sell to Top Executives Build Sales Partnerships Get a Customer Referral Accelerate Your Sales Cycle With How to Say It Business to Business Selling you can sell business to business like a seasoned pro **Sell Your Business** Fred Steingold, 2004 The most comprehensive legal guide to selling your business Find the right buyer understand the tax consequences protect your legal interests make a sales agreement create all the documents you need close the deal smoothly

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advantage of a neophyte who in his lifetime may sell one or two companies says Michael Mintz former owner of a medical instrument company He is one of 57 former owners who sold their businesses for 2 million to 100 million who pass on tips based on their experiences How to Sell Your Business And Get What You Want tells dozens of instructive stories about preparation brokers lawyers leveraged buyouts pricing negotiations and enduring the buyer s investigation There are so

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