

SELL 'EM

The Go-Getter's Guide to
the Art of Selling

Gunther Klaus and Jerry Koehler

Klaus and
Koehler

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The Go-Getter's
Guide to the
Art of Selling

CONTAMINANT

Sell Em The Go Getters Guide To The Art Of Selling

Christian G. Meyer



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Sell 'em Gunther Klaus, Jerry Koehler, 1982-06-01 **HSMAI Marketing Review** ,1985 **The Art of the Exit** Jacob Orosz, 2022-11-07

Written by Jacob Orosz one of the M A industry s leading authorities and host of the 1 podcast on mergers and acquisitions M A Talk Jacob is president of Morgan Westfield a nationwide M A firm and author of five books on M A The Art of the Exit A Beginner s Guide to Business Valuation The Exit Strategy Handbook Closing the Deal and Acquired Jacob has 20 years of M A experience and has valued and sold hundreds of businesses Less than a third of businesses on the market actually change hands So what does this mean for you Think about it with a significant amount of your wealth tied up in your business planning your exit is one of the most critical decisions you ll make The Art of the Exit contains winning strategies I ve learned from 20 years in the trenches selling businesses This definitive guide is broken down into 10 simple steps from preparing your business for sale to orchestrating the closing This handbook contains essential tips for owners of both Main Street and lower middle market businesses valued at 500 000 to 10 million This size range tends to be a no man s land for business owners when it comes time to sell That s because most business brokers work on smaller transactions while investment banks are accustomed to handling larger transactions Another challenge for businesses of this size is that the potential purchaser can be either an individual or a corporate buyer such as a competitor private equity firm or other company The problem here is that the marketing strategies negotiating tactics and processes can vary significantly depending on the buyer most likely to purchase your business MY STORY Twenty years ago when I began helping entrepreneurs sell their businesses I scoured the market for useful information In doing so I discovered that most of the available literature didn t address the real world problems I encountered Rather it was theoretical or directed at large publicly traded companies It s difficult finding valuable actionable information for companies in this size range This book is loaded with proven strategies on the art and science of selling any business I walk you through the entire sales process from preparing your business for sale to the closing and reducing risk every step of the way You ll receive solutions and proven guidance based on my decades of experience helping entrepreneurs sell their businesses for top dollar The sale of your business will be one of the most stressful events in your life Don t go it alone What s Covered in the Book Statistics on how long it takes to sell a business A framework for helping you decide whether to sell your business Guidance on informing and retaining your employees Lessons learned for building a highly sought after business based on dealing with thousands of buyers Advice on building your deal team including an attorney broker and M A advisor A concise breakdown of the most common valuation methods and concepts A simple yet effective model for increasing the value of your business Recommendations on financing the sale and minimizing the risk of a default A synopsis of the four types of buyers what they re looking for and their goals Tips for maintaining confidentiality throughout the process A detailed analysis of the letter of intent and its key clauses A prescription for maximizing negotiating leverage A strategy for maximizing the price and terms

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Table of Contents Sell Em The Go Getters Guide To The Art Of Selling

1. Understanding the eBook Sell Em The Go Getters Guide To The Art Of Selling
 - The Rise of Digital Reading Sell Em The Go Getters Guide To The Art Of Selling
 - Advantages of eBooks Over Traditional Books
2. Identifying Sell Em The Go Getters Guide To The Art Of Selling
 - Exploring Different Genres
 - Considering Fiction vs. Non-Fiction
 - Determining Your Reading Goals
3. Choosing the Right eBook Platform
 - Popular eBook Platforms
 - Features to Look for in an Sell Em The Go Getters Guide To The Art Of Selling
 - User-Friendly Interface
4. Exploring eBook Recommendations from Sell Em The Go Getters Guide To The Art Of Selling
 - Personalized Recommendations

- Sell Em The Go Getters Guide To The Art Of Selling User Reviews and Ratings
- Sell Em The Go Getters Guide To The Art Of Selling and Bestseller Lists
- 5. Accessing Sell Em The Go Getters Guide To The Art Of Selling Free and Paid eBooks
 - Sell Em The Go Getters Guide To The Art Of Selling Public Domain eBooks
 - Sell Em The Go Getters Guide To The Art Of Selling eBook Subscription Services
 - Sell Em The Go Getters Guide To The Art Of Selling Budget-Friendly Options
- 6. Navigating Sell Em The Go Getters Guide To The Art Of Selling eBook Formats
 - ePub, PDF, MOBI, and More
 - Sell Em The Go Getters Guide To The Art Of Selling Compatibility with Devices
 - Sell Em The Go Getters Guide To The Art Of Selling Enhanced eBook Features
- 7. Enhancing Your Reading Experience
 - Adjustable Fonts and Text Sizes of Sell Em The Go Getters Guide To The Art Of Selling
 - Highlighting and Note-Taking Sell Em The Go Getters Guide To The Art Of Selling
 - Interactive Elements Sell Em The Go Getters Guide To The Art Of Selling
- 8. Staying Engaged with Sell Em The Go Getters Guide To The Art Of Selling
 - Joining Online Reading Communities
 - Participating in Virtual Book Clubs
 - Following Authors and Publishers Sell Em The Go Getters Guide To The Art Of Selling
- 9. Balancing eBooks and Physical Books Sell Em The Go Getters Guide To The Art Of Selling
 - Benefits of a Digital Library
 - Creating a Diverse Reading Collection Sell Em The Go Getters Guide To The Art Of Selling
- 10. Overcoming Reading Challenges
 - Dealing with Digital Eye Strain
 - Minimizing Distractions
 - Managing Screen Time
- 11. Cultivating a Reading Routine Sell Em The Go Getters Guide To The Art Of Selling
 - Setting Reading Goals Sell Em The Go Getters Guide To The Art Of Selling
 - Carving Out Dedicated Reading Time
- 12. Sourcing Reliable Information of Sell Em The Go Getters Guide To The Art Of Selling
 - Fact-Checking eBook Content of Sell Em The Go Getters Guide To The Art Of Selling

- Distinguishing Credible Sources
- 13. Promoting Lifelong Learning
 - Utilizing eBooks for Skill Development
 - Exploring Educational eBooks
- 14. Embracing eBook Trends
 - Integration of Multimedia Elements
 - Interactive and Gamified eBooks

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