

# Selling Your IT Business

Valuation, Finding the Right Buyer,  
and Negotiating the Deal



Robert J. Chalfin

# Selling Your It Business Finding The Right Buyer And Negotiating The Deal

**Pochael Bruce**



## **Selling Your It Business Finding The Right Buyer And Negotiating The Deal:**

The Complete Guide to Selling a Business Fred S. Steingold, 2017-08-21 The most comprehensive easy to use guide to selling a business available Out there somewhere is a buyer looking to buy a business like yours so if you re ready to sell make sure that you protect your interests and maximize your profit with The Complete Guide to Selling a Business It covers getting your business ready to sell pricing your business and valuing your assets finding the right buyer analyzing the tax issues negotiating a payment plan and other terms of sale planning your future relationship with the business limiting your liability working with lawyers accountants and brokers closing the deal and transferring the business to its new owner The Complete Guide to Selling a Business helps you create more than two dozen crucial documents for both asset and entity sales including the sales agreement confidentiality letter promissory notes and security agreements noncompete and consulting agreements closing checklists This edition is completely updated with the latest tax considerations and now provides more advice on marketing the sale of your business There are literally dozens of competing titles on the market but none can match The Complete Guide to Selling a Business for sheer depth accuracy and ease of use

### **Selling Your IT Business**

Robert J. Chalfin, 2006 Selling Your IT Business gives a complete overview of the business sale process everything from valuation to finding the right buyer to negotiating and closing the sale The information is presented in a step by step format to aid the reader

**Valuing and Selling 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

**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 Complete Guide to Selling**

**Your Business** Paul Sperry, Beatrice Mitchell, 2005 In this comprehensive guide two specialists take the reader step by step through the entire process from how to determine when the time is right to sell to negotiating the final terms

**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

*Know and Grow the Value of Your Business* Tim McDaniel, 2013-02-26 A woman looking to retire said to author and valuation expert Tim McDaniel I need to sell my business for 2.5 million to support my country club lifestyle The reality was that her business was worth 750 000 How could she have been so wrong As McDaniel a veteran of over 2 000 valuation engagements and dozens of M A deals knows all too well most owners work in their businesses and not on their businesses He has seen the look of surprise on client faces far too often It's only worth that much In the rush of day to day work and decisions business owners sometimes forget that their business is an investment and something they need to watch nurture and care for just as they would a valuable antique vase or painting

*Know and Grow the Value of Your Business* An Owner's Guide to Retiring Rich shows readers how to develop the investment mindset value the business bolster that value and maximize the return on their investment and finally exit the business either through a sale to outside parties or by passing it on to family or other business insiders This information couldn't be more important Typically 60-80% of a business owner's wealth is tied up in the value of the business This is their most important asset but they usually guess at its value and have no concrete plan to increase it That's why this book shows The importance of treating your ownership interest in a business as something deserving near daily attention How a company is valued and how others outside the business view that value Steps you can take immediately to increase the value of your business The different kinds of potential buyers and what attracts them How to remove yourself from the day to day work of the business to plan for a brighter future How to exit the business on your terms In short this book helps business owners get the most for their business when they decide it's time to move on What you'll learn The importance of treating your ownership interest in a business the same way you would treat the shares in your stock portfolio Like an Investment How a company is valued using terms that business owners can understand The ways you can increase the value of your business and how an outside buyer will view your company Existing exit strategies and the advantages and disadvantages of each Why timing might be the most critical component of your exit strategy How to begin the succession planning process and knowing the critical components of a good succession plan Who this book is for Those with businesses with revenues up to about 30 million 90 percent of all business owners in the U S according to the United States Census Bureau This amounts to over 12 million businesses in the United States alone The principles the book espouses will be just as valid in countries besides the U S except for the tax advice author Tim McDaniel offers

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Valuation Approaches Growing Your Value Selling Your Business The Hardest Step Succession Planning Know Your Exit Options Know your Exit Strategy Time for Action Epilogue IRS Revenue Ruling 59 60 Sample Engagement Letter Sample Due Diligence Request Sample Family Business Creed AICPA Statement on Standards for Valuation Services No 1     **Become a Smart Investor and Scale Big: How to Scale and Exit for Maximum Profit** Silas Mary, 2025-02-07 Become a Smart Investor and Scale Big How to Scale and Exit for Maximum Profit Scaling a business isn't just about growth it's about smart growth The difference between entrepreneurs who struggle and those who cash out for millions Strategy This book is your blueprint to scaling your business the right way without burning out overextending or making costly mistakes You'll learn how to attract the right investors maximize valuation and position your business for a high profit exit Whether you want to scale fast sell for a premium or build a company that runs without you this book gives you the insider playbook to do it Inside you'll discover The scaling roadmap to grow without losing control How to attract investors who bring more than just money Revenue multipliers that increase profits without adding stress Smart exit strategies when how and who to sell to for top dollar The financial frameworks used by businesses that sell for millions Scaling isn't about working harder it's about working smarter and playing the long game If you want to build scale and cash out big this is your roadmap     Mergers & Acquisitions For Dummies Bill Snow, 2023-04-25 Explore M A in simple terms Mergers Acquisitions For Dummies provides useful techniques and real world advice for anyone involved with or thinking of becoming involved with transactional work Whether you are a transactions pro a service provider tangentially involved in transactions or a student thinking of becoming an investment banker this book will provide the insights and knowledge that will help you become successful Business owners and executives will also find this book helpful not only when they want to buy or sell a company but if they want to learn more about what improves a company's value The evaluation process used by M A professionals to transact a business sale is often quite different from the processes used by owners and executives to manage those businesses In plain English terms that anyone can understand this book details the step by step M A process describes different types of transactions demonstrates various ways to structure a deal defines methods to identify and contact targets provides insights on how to finance transactions reveals what helps and hurts a company's valuation offers negotiating tips explains how to perform due diligence analyzes the purchase agreement and discloses methods to help ensure the combined companies are successfully integrated If you're getting involved with a merger or an acquisition this book will help you gain a thorough understanding of what the heck is going on Updates to this second edition include quality of earnings reports representation and warranty insurance how to hire investment bankers changes to the offering documents the rise of family offices and the ubiquity of adjusted EBITDA earnings before interest tax depreciation and amortization as a basis for valuation Understand the merger and acquisition process in a simple easy to understand manner Learn the nomenclature and terminology needed to talk and act like a player Determine how to hire the people who will help you conduct M A deals Discover tips on how to successfully

negotiate transactions Mergers Acquisitions For Dummies is a great choice for business owners and executives students service providers and anyone interested in M A transactions      The Facts of Business Life Bill McBean,2012-10-09 IF YOU BELIEVE THAT Being your own boss can be a great career choice Success is what you decide it is Doing what you have a passion and talent for can be very profitable Monetary risk hard work and new ideas should be financially rewarded Understanding the business basics every successful owner focuses on and in what order would be beneficial Success works for you only after you've worked for it Marketplace battles are won before they are played Knowing what owning a business is really like would make ownership success a lot easier Change can create great opportunities Knowing when to exit a business is as important a life and business decision as becoming an entrepreneur in the first place THEN THE FACTS OF BUSINESS LIFE IS FOR YOU Written by a successful business owner with four decades of experience The Facts of Business Life is full of real world concepts that owners must use and embrace if they want to become and stay successful This multiple award winning book has been endorsed by some of America's top business leaders like Steve Forbes and Ken Fisher and has been recognized as one of the best five business books of the year and a must read for entrepreneurs or those wanting to be one McBean begins with clear explanations and real life examples of the seven Facts of Business Life that every successful business owner knows and executes consistently including exactly what they are as well as how and when to use them He then goes on to show how those facts impact on the five levels every successful business passes through from Ownership and Opportunity to Moving On When It's Time to Go explaining that while the facts themselves remain the same as a business becomes successful and moves through its life cycle the way they are applied must change to fit changing circumstances But there are even more reasons why this breakthrough business book is a must read including Its principles are based on the author's own experience in starting and running successful businesses in a variety of industries It shows that the most successful businesspeople create profitable opportunities rather than wait for them to present themselves It enables readers to analyze the likelihood of their own success based on the characteristics most successful owners have It reveals the 1 priority for all owners and their employees and why every owner needs to continually focus on it Hint it's not being profitable It emphasizes that becoming successful is no guarantee that success will last and that success itself can be a trap that eventually leads to failure It shows that a business's culture isn't just a mission statement but also the processes created to operate the business and the employees who implement them It discusses the steps that must be taken even before a business is started to increase the odds of its becoming a lasting success It covers every step in a business life cycle including the last one showing that the best time to exit a business is when you don't have to and that unless you pick that time someone else will MANY BUSINESS BOOKS INCREASE THEIR READERS KNOWLEDGE THE FACTS OF BUSINESS LIFE NOT ONLY INCREASES THAT KNOWLEDGE IT SHOWS YOU HOW TO TURN IT INTO PROFITS      **Getting the Most for Selling Your Business** Jessica Fialkovich,Anne Mary Ciminelli,2022-03-15 Practical steps to sell your small business for the

best price There are many reasons entrepreneurs may want to sell their company You could be looking for the next opportunity or you may need to sell for personal reasons Perhaps you've worked long and hard and are ready to retire Whatever your reason for selling do you know how to go about it If you own a 10 million business it's often easy to go to an investment banker or a private equity firm But for those owners who've spent their lives building a small business this is like selling your child Enter Jessica Fialkovich who has been teaching entrepreneurs how to prep and sell their baby for over a decade After founding growing and selling her own multimillion dollar baby she decided to help other entrepreneurs on the same path Today in addition to her advisory business she leads one of the most successful step by step courses on how to prep and sell companies In *Getting the Most for Selling Your Business* Fialkovich teams up with Anne Mary Ciminelli coauthor of *12 Lessons in Business Leadership* to expand upon that course laying out the fundamentals of when to sell how to find buyers mitigating risk and managing the financials This book is the perfect manual for business owners who are thinking about selling their baby but know they need guidance from experts

**Start Your Business in 7 Days** James Caan, 2012-03-01

Work for yourself in just one week with Britain's most dynamic entrepreneur Everybody wants to be an entrepreneur Every single day of my life I am bombarded by people with pitches But 90% of new businesses fail because their founders failed to ask themselves the simplest of questions I can save you years of wasted time and thousands of pounds of wasted money by giving you the ammunition to ask the right questions and helping you make the decision that is right for you I will show you how to spend a maximum of seven days deciding if your idea is workable and bankable How to say I'm in but equally importantly to have the courage to say I'm out How to become your own Dragon Each piece of advice in this book is based on my thirty years of starting businesses You will find all the fundamental ingredients for any new company whatever sector you want to be in whatever size of business you have in mind along with the tools to make it work Answer all the tough questions I am going to get you to ask yourself and you will have a business that genuinely has a chance of success You can be one of the 10% of businesses that do make it James Caan James Caan is one of the UK's most successful and dynamic entrepreneurs having built and sold businesses since 1985 After dropping out of school at sixteen and starting his first business in a Pall Mall broom cupboard armed with little more than charm and his father's advice Caan went on to make his fortune in the recruitment industry founding the Alexander Mann Group a company with a turnover of 130m A 2003 graduate of Harvard Business School Caan's most recent endeavour has been to set up private equity firm Hamilton Bradshaw Caan hit our screens when he joined the panel of the BBC's *Dragons Den* in 2007 He is a regular in the national and business press advises on various Government programmes and initiates numerous philanthropic projects via the James Caan Foundation

**Calligraphy and hand Lettering Guide and workbook for young Adult Beginners** Pochael Bruce, 2022-08-29 Learn to draw beautiful shapes and letters by hand in just 7 easy steps Are you looking for a fun way to destress and add some art into your routine Do you want to start a creative hobby that gives structure to your thoughts and feelings Do you want to

master a creative skill without blowing your budget If you re already feeling charged up and intrigued to know more then keep reading Calligraphy and hand lettering are two essential art forms that help to express feelings and emotions in creative ways And not just that calligraphy can help you calm your mental storm and feel a lot better on a rough day While it s not a cure for your problems it can certainly provide instant peace and help you restore your focus And what s best is that you can now learn this art in just a few easy steps in the comfort of your home In The 7 Step Ultimate Guide to Calligraphy and Hand Lettering for Beginners you ll discover A practical 7 step guide that covers calligraphy and hand lettering in easy to follow chapters The history behind the evolution of writing that you didn t know Why calligraphy and hand lettering are still valuable skills to have in this digital age The basic toolkit that every newbie calligrapher should have and DIY tips to make a few of those tools at home on a budget Common mistakes that can ruin your practice sessions and how to avoid them 7 easy to follow modern calligraphy techniques to make you a master calligrapher The secret to drawing picture perfect figures and letters on paper using these guidelines Printable worksheets and interactive practice tasks to help you master your calligraphy skills And so much more Calligraphy is a great art to master and with this guide by your side you ll never have to look anywhere else for help All you need are a few simple techniques the right set of tools and consistent practice every day and you can become a master calligrapher in just 14 days or less With this mini guide on calligraphy and hand lettering you can uncover art in a new form without worrying about enrolling in time consuming sessions that don t match up with your schedule You have already come halfway through the journey of becoming a great artist Now is the time to jump right in If you want to hone your drawing skills and put your imagination on paper with confidence then scroll up and click the Add to Cart button right now

*Selling Your Business* Howard E. Johnson, 2013-09-19 Normal 0 false false false EN US X NONE X NONE MicrosoftInternetExplorer4 Style Definitions table MsoNormalTable mso style name Table Normal mso tstyle rowband size 0 mso tstyle colband size 0 mso style noshow yes mso style priority 99 mso style qformat yes mso style parent mso padding alt 0cm 5 4pt 0cm 5 4pt mso para margin top 0cm mso para margin right 0cm mso para margin bottom 10 0pt mso para margin left 0cm line height 115% mso pagination widow orphan font size 11 0pt font family Calibri sans serif mso ascii font family Calibri mso ascii theme font minor latin mso fareast font family Times New Roman mso fareast theme font minor fareast mso hansi font family Calibri mso hansi theme font minor latin Normal 0 false false false EN US X NONE X NONE Style Definitions table MsoNormalTable mso style name Table Normal mso tstyle rowband size 0 mso tstyle colband size 0 mso style noshow yes mso style priority 99 mso style qformat yes mso style parent mso padding alt 0cm 5 4pt 0cm 5 4pt mso para margin top 0cm mso para margin right 0cm mso para margin bottom 10 0pt mso para margin left 0cm line height 115% mso pagination widow orphan font size 11 0pt font family Calibri sans serif mso ascii font family Calibri mso ascii theme font minor latin mso fareast font family Times New Roman mso fareast theme font minor fareast mso hansi font family Calibri mso hansi theme font minor latin For most business owners the sale of their business is one of the most significant financial and



emotional events of their lifetime As a result business owners have a lot of questions when it comes to the sale process specifically questions regarding Timing of the sale Preparing their business for sale Valuation and pricing Finding and attracting buyers Providing information to buyers Structuring the deal Negotiating the letter of intent and Closing the deal This book addresses some of the most common questions on these topics and provides straightforward answers in a non technical way The answers are intended to help business owners understand the important aspects of the sale process and the common mistakes to avoid so that they can ultimately achieve their personal and financial goals Disclaimer The contents of this book are for information and general guidance only Because the specific facts relating to each situation are unique and because income tax legal and business situations can change professional advice should be sought prior to undertaking any transaction Howard E Johnson 2013      **A Basic Guide for Buying and Selling a Company** Wilbur M.

Yegge,1996-10-24 Expert advice for a successful transaction Today businesses are being bought and sold at a rapid rate As a management consultant who has brokered over 300 small businesses Wilbur Yegge knows the intricacies involved in the transaction process and how to overcome them In this comprehensive guide he takes you through the ins and outs of the purchasing and vending process covering everything essential to conclude a successful transaction Packed with numerous examples helpful tips and even a special section on Yegge s rules this invaluable resource has complete information on Contractual obligations in purchase and sale agreements Working with business brokers Confidentiality issues such as tax returns impropriety and the discovery process Effective negotiation strategies What to include and what not to in your selling prospectus Sellers pricing methods Payment alternatives open to buyers      **Starting and Running a Small Business For Canadians For Dummies All-in-One** John Aylen,2012-06-01 The comprehensive six in one package small business entrepreneurs can t afford to be without With more Canadians considering starting their own small businesses than ever before there s never been a greater need for a detailed comprehensive guide to help budding entrepreneurs get off the ground Comprised of six books in one that cover every aspect of running a business from developing a business plan to managing growth successfully and everything in between Starting and Running a Small Business For Canadians For Dummies All in One will ensure readers ventures meet with success The ideal resource for the first time entrepreneur in a market when small businesses are growing fast Provides a wealth of management advice based on recent research that shows that when small businesses are successful they hire Includes the financial advice that keeps new businesses from folding within their first five years Offering Canadians everything they need to know about starting their own companies within Canada this six book compilation is essential reading for anyone looking to make it big in the world of small business

**11 Secrets to Selling Your Business** Gregory R. Caruso,2007-04 Amy Alexander s life changed in a way she could never have foreseen after her marriage ended Fear became her companion when her ex husband began threatening her children in a desperate bid for money to support his drug habit While fighting emotional battles Amy and her sons learn their

strength is a prayer away New relationships emerge and old ones are strengthened as they seek Peace in the Storm **New York Magazine** ,1982-06-07 New York magazine was born in 1968 after a run as an insert of the New York Herald Tribune and quickly made a place for itself as the trusted resource for readers across the country With award winning writing and photography covering everything from politics and food to theater and fashion the magazine s consistent mission has been to reflect back to its audience the energy and excitement of the city itself while celebrating New York as both a place and an idea *Negotiating Commercial Leases & Renewals For Dummies* Dale Willerton,Jeff Grandfield,2013-04-29 Negotiate commercial leases and renewals like a pro Renting space for businesses and navigating a commercial lease can be a daunting task for those without expertise as errors or oversights can cost thousands of dollars Thankfully *Negotiating Commercial Leases* understanding space needs and maximizing lease space ensuring fair operating costs and keeping rent fees at a manageable level minimizing the deposit requirement mastering and executing negotiation strategies and tactics and much more Discover the rights and responsibilities associated with commercial leases Find out how much negotiability and flexibility you can expect in commercial leases and renewals Get to know which laws protect you and your business *Negotiating Commercial Leases For Dummies* is essential reading for the more than 10 million business owners entrepreneurs retailers restaurants doctors and franchise tenants who lease commercial office and retail space across North America *Buying and Selling a Business* Garrett Sutton,2013-02-28 *Buying and Selling a Business* reveals key strategies used to sell and acquire business investments Garrett Sutton Esq is a best selling author of numerous law for the layman books and he guides the reader clearly through all of the obstacles to be faced before completing a winning transaction *Buying and Selling a Business* uses real life stories to illustrate how to prepare your business for sale analyze acquisition candidates and assemble the right team of experts The book also clearly identifies how to understand the tax issues of a business sale how to use confidentiality agreements to your benefit and how to negotiate your way to a positive result Robert Kiyosaki the best selling author of *Rich Dad Poor Dad* has this to say about *Buying and Selling a Business* Garrett Sutton s information is priceless for anyone who wants to increase his or her knowledge of the often secret world of the rich what the rich invest in and some of the reasons why the rich get richer *Buying and Selling a Business* is a timely business book for our times

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