

Selling Your Business Without Selling Yourself Short

Amanda Gail Aaron

Selling Your Business Without Selling Yourself Short:

Selling Your Business Without Selling Yourself Short Gary Viner, 1991-09-01 You Want My Repeat Business? Gerry Shortill, 2023-07-05 So many small businesses fail without the owners understanding the true root causes of why and believe that if they had more money they could have prevailed Was it the Location Timing The economy Staffing Customer service All the above and more Anyone can walk into any brick and mortar business and form an opinion on how the business is already failing There are answers to why this happens and I ll focus on how small business owners can strengthen their foundations to remove the small business killing practices and procedures and essentially stop the epidemic of small business closure You Want My Repeat Business is a practical guide on the foundations of business operations and management With business schools reinforcing that the issue hasn t gone away or even changed over the past 35 years author Gerry Shortill with his experiences and successes knows what it takes for businesses to succeed and more importantly how to prevent the majority from closing their doors Often focusing with too much emphasis in the wrong areas or a singular focus on one area such as sales or just caught up in drama owners and management too often overlook the basics Whether it s a lack of focus on hiring and managing personnel or forgetting about serving customers Shortill explains why it is more than finding the right people and how to maximize each staff member s potential Shortill also illustrates that it is how you manage the business from within and by simplifying the customer experience that customers will return and sales will increase exponentially You Want My Repeat Business gives alternate perspective to the systemic problems and breaks the problems down into manageable parts Enabling small business owners and management the insight on how to be successful from within by finding optimal solutions standards and plans of execution This handbook offers clear instructions and helpful anecdotes for business owners and managers to learn from the mistakes of others and find their your success Let Me Show You How to Earn **£29,000 A Month** Richard Mark,2010-06-28 You ll learn an amazingly fast system to create a wealth creating product that you can sell through the post or on the internet Fortunes are being made from creating simple books and manuals which you can keep selling for years to come This shortcut system shows you how to do everything step by step even if you don't write or don t want to write a single word **Selling Your Startup** Alejandro Cremades, 2021-07-27 Learn how to sell your startup from an acquisition expert Many entrepreneurs dream of the day their company is acquired and they secure a perfect exit But information about the process of getting your business acquired usually comes from expensive investment bankers who typically advise late stage startups In Selling Your Startup serial entrepreneur Alejandro Cremades delivers an accessible guide on how to sell your startup With first hand experience as a fully exited entrepreneur investment banker and lawyer Cremades describes the tips and tricks startup founders need to sell their early stage to growth stage business In this book you ll discover The role that investment bankers play in the acquisition process how they add value and how to break down their fees Preparing your company for sale including compiling a pitch book putting its finances in order and building a

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them This book is divided into 15 chapters The Chapters includes marketing in the Digital Era starts with an overview of e marketing followed by the online marketing mix in the digital framework It then discusses the role of the online consumer followed by CRM strategies that organizations can use with the help of the digital medium to retain and grow customer relationship Business Drivers in the Virtual World deals with the realm of social media followed by online branding building traffic Web business models and e commerce Online Tools for Marketing deals with various Web tools for building consumer engagement content management campaign management consumer segmentation and building market influence The Contemporary Digital Revolution deals with the world of online co creation communities and offers in depth discussion on Social Media marketing Email Marketing Online advertising Apart from that it also includes how to generate the lead for you business how to perform the mobile web marketing how to affiliate marketing What is Ad Sense and how it is worked how to get approved form ad sense Introductory part of The Web Analytical Tools As a Manager any one must aware with the creation of the strategy So for that I also add the how to create the digital marketing strategy Finally The Freelancer work how to earn money with digital marketing by doing work as a freelancer Numerous examples exhibits and illustrations have been included to help students assimilate the concepts better Key Features 1 Digital Marketing An Overview 2 Website Planning Creation 3 Search Engine Optimization SEO 4 PPC Advertising With Google Optimization 5 Google Analytics 6 Social Media Marketing7 E Mail Marketing8 Online Advertising9 Lead Generation For Business10 Mobile Web Marketing11 Affiliate Marketing12 Google Adsense Blogging13 Digital Marketing The Web Analytics14 Creating Digital Marketing Strategy15 Marketing Money As Freelancer Compliance Management Nitish Singh Ph.D., Thomas J. Bussen, 2015-03-10 This practical guide shows how to build an effective compliance and ethics program that will lower a business s risks and improve productivity Research increasingly supports the notion that ethical compliant businesses see increased productivity across a range of measurements This practical guide tells business professionals business and law students and other interested parties exactly how that goal can be achieved The book covers an extensive range of ethics compliant laws and regulations impacting businesses today and identifies critical factors for successful compliance programs Going well beyond works that speak in general terms about compliance based actions this unique volume delves into details about specific regulatory issues and the steps that can be taken to mitigate risk The first half of the book shares general guidelines for creating or improving internal compliance and ethics programs The second half identifies specific high risk regulatory areas provides an overview of relevant laws and sets forth best practices specific to the regulations discussed By providing a simplified understanding of compliance with laws related to issues such as antitrust international business wages and labor Health Insurance Portability and Accountability Act HIPAA and health care the environment and more the guide offers readers the tools necessary to improve an existing compliance program or create a new program where none has existed before How to Start a Self-Publishing Internet Business Melendez Publishing International, 2011-01-08 The EBav

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