

GETTING THE BEST DEAL WHEN SELLING YOUR MOBILE



Selling Your Business How To Make The Best Deal

Paul S. Sperry, Beatrice H. Mitchell



Selling Your Business How To Make The Best Deal:

The Complete Guide to Selling Your Business Paul S. Sperry, Beatrice H. Mitchell, 2004 Endorsed by The Institute of Directors Highly practical in nature offering step by step advice clearly and effectively recommended Library Journal Mandatory reading for any business contemplating a sale David Tarver Former Group President Spirent Group plc Makes the complex process of selling a business clear and understandable Pat McGrogan President Nivel Golf Parts A valuable resource when it comes to sell or find a merger partner Geoff Rehnert Partner Audax Capital Sooner or later every business owner must think about how and when to sell their business The reasons can be varied it could be because the business needs capital to grow or requires market reach that it can't achieve on its own or because the owner wants to convert equity into cash Whatever the reason the decision remains the same However deciding to sell your business can be a difficult emotional process and it's often one that business owners have never had to face before It's also the single most important decision a business owner will ever make so it can pay large dividends to get experienced advice This comprehensive fully updated new edition of *The Complete Guide to Selling your Business* addresses the entire process step by step From how to determine the right time to sell to negotiating the final terms every issue is dealt with in detail Topics covered include reasons for selling valuing a company deciding between a Flotation and a sale the sale process negotiating the best deal the purchase agreement completion and closing the deal There are real life case studies that show how to deal with the complex issues involved and a sample confidentiality agreement purchase agreement and other important documents The authors have been advising business owners on selling their businesses for nearly 20 years and the results of that experience are distilled into this 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

Selling Your Business John W. Hartman, 1996

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 **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

Selling Your Business the Easy Way Mark T. Jordan, 2008-05 Reveals points to consider prior to selling along with critical pitfalls to avoid during the process Understand how to maximize the potential for a successful negotiation process learn how selecting the right team of advisors can make the difference between a failed deal and closing the deal with sections on negotiations marketing and valuations page 4 of cover **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 Sell Your Business for an Outrageous Price Kevin Short, 2014-09-03 This insightful and invaluable guide reveals how anyone can get a positively outrageous price for their company Selling something that you ve poured money energy and incalculable amounts of time into is tough enough Getting anything less than the maximum you deserve in return for all your work is unjustifiable You deserve to squeeze every dollar you can when it comes time to hand the reins over to the lucky investor who wants to profit from all your back breaking groundwork In Sell Your Business for an Outrageous Price you will discover how to Prepare their companies and themselves for sale Recognize the best time to go to market Identify attract and motivate deep pocketed buyers Determine their company s competitive advantage and leverage it for the best offer Find a transaction advisor with the skills and experience to guide them through

the MA jungle Foil buyers attempts to undermine sale price Featuring real life case studies and an appendix of indispensable tools including due diligence lists sample nondisclosure agreements a sales readiness assessment and a sample engagement letter this book reveals what you need to do so you can get paid **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 **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 **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 **Sell Your Business Your Way** Rick Rickertsen,Robert E. Gunther,2006 Sell Your Business Your Way features a treasure trove of sample documents adaptable forms and whether you plan to hire one consultant or dozens a resource listing

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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

Prepare To Sell Your Company L.B. Buckingham,2013-07-25 Selling your company is a trying time similar to selling your house For those unfamiliar with this process the challenging thoughts will be How do I start Who can help me How much can I get for the business Who is most likely to buy it and where do I find them When should I do it This book will answer all your questions Easy to read it covers all the practical aspects of preparing your business for sale It will show you just how a potential acquirer will view a company that is up for sale This will enable you to develop a business profile that will attract buyers and maintain their interest until completion build into the business those aspects that will encourage a

buyer to increase their bid This book will take you through the sale process preparation marketing acceptance of offer the due diligence examination the vendor s nightmare successful completion and beyond What you need to do when selling your company Setting your desired exit package Constructing an exit strategy that works for you Introducing a corporate structure to make sale easier Organising company finances and tax liabilities in preparation Matching results to budgets Identifying your company s intellectual assets Telling staff about the company sale Pre sale and post completion activities Contents Acknowledgements Introduction 1 Early considerations 2 Major factors that influence exit 3 Construct an exit strategy 4 Adopt a corporate constitution 5 Introduce a management structure into your business 6 Organisation of your company s finances 7 Construct the company growth by sales and marketing 8 Recognise and secure your intellectual property and assets 9 Business activities logistics and supply chain management 10 Commercial matters 11 Employee matters 12 Information technology 13 Reputation 14 Your pre sale period 15 The company sale process 16 Introducing due diligence 17 Completion day 18 Post completion Appendix Glossary Index

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 Table of Contents Country Club Lifestyle The Investment Mindset Valuation Fundamentals 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 *Selling Your Business with Confidence* David W. McCombie, III, 2024-10-07 A comprehensive handbook for middle market business sellers In *Selling Your Business with Confidence* A Practical Playbook for Mid Market Owners veteran M A advisor David McCombie delivers an insider s guide to navigating the mergers and acquisitions M A sales process In plain English this book covers every essential topic for owners considering the sale of their business Readers will fully understand the process the range of options available and their implications In the book you ll learn to navigate every step of the exciting yet stressful business sale journey such as The overall timeline mechanics and typical strategies of a deal Understanding different types of buyers and what they prioritize Tactics you can implement immediately to make your company more valuable Strategies for emotionally and psychologically preparing yourself for the transaction An essential roadmap to the complicated world of mid market M A transactions *Selling Your Business with Confidence* is a must have resource for business owners and the ecosystem of professionals who serve them **Tap Into the Subscription Economy and Profit: How to Build a Business That Generates Recurring Revenue** Silas Mary, 2025-02-07 Tap Into the Subscription Economy and Profit How to Build a Business That Generates Recurring Revenue The smartest businesses don t chase one time sales they build recurring revenue streams that generate income month after month The subscription economy is booming and if you re not leveraging it you re leaving serious money on the table This book is your step by step guide to launching growing and scaling a subscription based business Whether you run a product company service business or digital platform you ll learn how to create a recurring revenue model that keeps customers paying and profits growing on autopilot Inside you ll discover The Subscription Business Model how to turn customers into long term revenue Pricing Strategies That Maximize Retention stop churn before it starts How to Attract Convert Subscribers marketing tactics that drive recurring sales Automation Scaling Secrets how to grow without extra workload The Psychology of Recurring Revenue why customers keep paying and how to keep them hooked One time sales are unpredictable but recurring revenue is the key to long term financial security If you want to profit from the subscription economy this book is your roadmap to sustainable scalable success Let s build your income machine **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.

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