



A WILEY SMALL BUSINESS EDITION

SELF-DEFENSE FINANCE *for* SMALL BUSINESSES



- How to write business plans and financial statements
- How to negotiate with bankers
- Includes cash-flow statements and capital budgeting
- Provides actual case histories

WILBUR M. YEGGE

Self Defense Finance For Small Businesses

Scott C. Dulebohn



Self Defense Finance For Small Businesses:

Self-Defense Finance Wilbur M. Yegge, 1995-10-10 Small Business Self Defense Finance for Small Businesses is an excellent reference for practitioners. The chapters on valuation and the sale/purchase of an existing business are alone worth the price of the book. Dr. Robert Ronstadt, Professor of Entrepreneurship, Pepperdine University, author of *Ronstadt's Financials*. Keep your small business solvent with this hands-on financial troubleshooting guide. Here's everything you need to take financial control of your small business and keep your dream alive and growing. Wilbur Yegge shares the fruits of more than three decades as a business consultant and small business owner. He offers proven strategies and techniques for ensuring the financial well-being of your company, helps you to quickly pinpoint and resolve financial management issues, and arms you with an arsenal of financial tools for daily use. And that's not all. Throughout the book, the author has woven the real-life case histories of two small businesses: a start-up service business and an established manufacturing firm. These examples, along with numerous vignettes and lessons drawn from Mr. Yegge's personal experience, illustrate and reinforce the significance of each point covered. No small business person can afford to be without *Self-Defense Finance for Small Businesses*. You'll learn how to write business plans that work, produce cash flow and income statements, perform capital budgeting, do financial statement analysis and break-even analysis, conduct long-range planning, deal with banks, produce forecast statements, buy or sell a business, solicit and work with professional financial advisors. *A Basic Guide for Buying and Selling a Company* Wilbur M. Yegge, 1996-10-24 Expert advice for a successful transaction. Today's 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. *Business is War-The Unfinished Business of Black America* Darren J. Perkins, **A Basic Guide for Valuing a Company** Wilbur M. Yegge, 1996-10-24 The ABCs of company valuation for first-time buyers and sellers. Until now, books on company valuation were all high-priced professional volumes aimed at accountants, appraisers, and other specialists. At last, *A Basic Guide for Valuing a Company* provides the ideal resource for novice buyers and sellers. Written by a management consultant who has valued more than 1,000 small businesses, this nuts-and-bolts guide covers all the bases, from the differences between publicly traded and privately held firms to tangible and intangible values. With case studies of actual companies, sample balance sheets, and income statements, this is a clear, concise, and thorough reference. Additional highlights include a list of common

valuation myths and a special section on Yegge's rules along with complete information on Valuation techniques for different types of businesses including professional practice manufacturing wholesale distributor and retail hardware Weighted cash flow and reconstruction Industry and economic forces that affect valuation The task of estimating values in small companies Necessary data for comprehensive business valuations Annual Statistical Report United States. Office of Civil and Defense Mobilization, United States. Office of Civil and Defense Preparedness, 1958 **The Seven Pearls of Financial Wisdom** Carol Pepper, Camilla Webster, 2012-04-24 An essential guide for every woman who wants to build preserve and enjoy her wealth in a world where the old sequential patterns of education marriage motherhood and retirement no longer apply *The Call of God* Tom Powers, S.J., Tom Powers S.J., 2003-07-17 Explores the religious thought and lives of the poor women of Peru who were central to the birth of liberation theology **Statistical Report** United States. Office of Civil and Defense Mobilization, 1959 *Library of Congress Subject Headings* Library of Congress. Office for Subject Cataloging Policy, 1991 **Library of Congress Subject Headings** Library of Congress, Library of Congress. Subject Cataloging Division, Library of Congress. Office for Subject Cataloging Policy, 1992 Kiplinger's Personal Finance, 1984-09 The most trustworthy source of information available today on savings and investments taxes money management home ownership and many other personal finance topics **Problems of Small Business Related to the National Emergency** United States. Congress. House. Select Committee on Small Business. Subcommittee No. 1, 1951 **Elements of Business Finance** Joseph Howard Bonneville, 1928 **Franchise Opportunities Handbook** United States. Domestic and International Business Administration, 1982 This is a directory of companies that grant franchises with detailed information for each listed franchise *Financial Aid and Assistance for Ex-Offenders* Jennifer Sanders, 2006-02 Here it is the Newest Edition Thanks to all of the feedback and word of mouth advertising we will be publishing the second version of FAAX by the end of this month If you know someone that's been incarcerated or is incarcerated this is the book that can change their life after prison **Commerce Business Daily**, 1997-12-31 *Congressional Record* United States. Congress, 1996 **Viereck's the American Weekly**, 1915 The Fatherland, 1915 **Viereck's New World** George Sylvester Viereck, David Maier, 1915

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