

Sell Your Business For More Than It's Worth

According to John Warrillow, the number one mistake entrepreneurs make is to build a business that relies too heavily on them. Thus, when the time comes to sell, buyers aren't confident that the company—even if it's profitable—can stand on its own. To illustrate this, Warrillow introduces us to a fictional small business owner named Alex who is struggling to sell his advertising agency. Alex turns to Ted, an entrepreneur and old family friend, who encourages Alex to pursue three criteria to make his business sellable: • Teachable: focus on products and services that you can teach employees to deliver. • Valuable: avoid price wars by specialising in doing one thing better than anyone else. • Repeatable: generate recurring revenue by engineering products that customers have to repurchase often. Most business owners begin their businesses with one goal to become independently wealthy. In Deciding to Sell, Ned Minor shows business owners how to take charge of their decision to sell. Minor cautions hundreds of owners over years, Minor synthesizes their trials and successes into this essential guide for owners considering whether or not to leave their companies.

Shows that knowing the principles of selling is a prerequisite for success of any kind, and explains how to put those principles to use. This title includes tools and techniques for mastering persuasion and closing the sale.

A hands-on tool for conducting the successful, profitable sale of a business As business owners grow, 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.

How to Sell it Quickly Without Anyone Knowing It's for Sale

How to Sell Your Business: The #1 Guide to Maximising Your Company Value and Achieving a Quick Business Sale

Sell Your Business For an Outrageous Price

Built to Sell

The Profits Speak

Pinterest Power: Market Your Business, Sell Your Product, and Build Your Brand on the World's Hottest Social Network

Sell Or Be Sold

"The Profit Speaks is a blueprint for anyone that wants to increase market share, become more profitable, and sell their business for Top Dollar! This extraordinary book demonstrates how to increase profits, plan your exit strategy, and sell your business for maximum value in the quickest time possible in an easy to understand step-by-step approach.

Business owners spend years and often decades dedicated to the growth of their businesses in the hope that their business will look after them when they retire. Many are disappointed not to get the business sale value they dreamed of or not to get the total freedom from their business that they hoped for. Bestselling author Christian Haack has identified a simple formula for ensuring that business owners get the maximum value for their efforts over those years and decades gone by. He explains it all in his new book. In this book you will learn: The little spoken of hard realities that unprepared business owners are facing today when trying to exit businesses who have devoted valuable years to building. Why you NEED an exit plan... especially if you are not exiting. The 8 keys to an objective multi-million dollar business valuation, Why you NEED a succession plan... even if you own a Family Business. The simple formula for creating multi-million dollar pay days... almost on demand. The 8 advantages of exit planning that only successful business exiters like to talk about. How to plan and execute your Maximum Exit. And much, much, more! About the author: Christian Haack is a professional business value accelerator, and the bestselling author of "Building Beyond Leaders" and "Sell Your Business for More." As an international business consultant, he is also referred to as the "The Business Exit Angel". Christian guides and directs entrepreneurs, who are thinking of exiting their businesses, to Maximum Exits, through his in corporate succession, M & A deals, and business transfers amongst others. As a top specialist in corporate optimizations and project management, Haack understands and implements strategies for selling a company at maximum value. He uses factors far beyond mere numbers, and instead focuses on aspects of business that really represent value to potential investors and likely successors, in order to leverage business value and create a maximum selling price. The eight "Key Value Drivers" defined by him as part of many years of market analysis, and research of more than 100 interviews with entrepreneurs, consultants and investors, allow for a holistic reflection of a business and therefore its true strategic value. They point out which parameters entrepreneurs can turn to in order to get more out of the exit for themselves, for the company, and for their successors.

In the high stakes world of a sale, accurate a contract, and beat out other bidders, sales professionals frequently resort to cutting prices, offering discounts, or making other concessions that cut into their operating marginsshort-term strategies that are destructive to the long-term sustainability of their business. High-Profit Selling helps readers understand that their sales goal shouldn't simply be to sell more, but to sell more at a higher priceand that success comes only to those focused on profitable sales.5 This eye-opening book shows readers how to: Avoid negotiating o Actively listen to customers o Match the benefits of their product or service with the customer's needs and pains o Confidently communicate value o Successfully execute a price increase with existing customers o Ensure prospects are serious and not shopping for price Too many salespeople believe that a sale at any price is better than no sale at all. This powerful guide helps move readers toward a profit-centered approach that will strength en their relationships and increase their bottom line.

Everything you need to know about buying or selling a business. Step-by-step guide to dealing with the seller, valuation of business, raising funds and closing the deal. Plus, sample documents like Letter of Intent, Purchase Agreement, Bill of Sale of Business.

More Money in Your Pocket with Or Without a Broker

Maximize Price With Marketing and Bidding

How to Sell Your Company for Maximum Profit and Retire Rich

A Guide to Selling Your Business for More Money

Valuing Your Business

Win the Sale Without Compromising on Price

Strategies to Maximize the Sale Price

Step by Step guide to safely sell your business quickly, quietly and for the most money. Costly mistakes essentially anyone makes but you will avoid. How to identify buyers willing to pay premium prices and hoe to avoid the rest. All based upon lessons learned by actually participating in the sale of more than 2,000 businesses.

If you own a business there are three options available to you. Start your own business from scratch, buy an existing business or buy the rights to a franchise in your local market. This 144 page guide is for those who are considering buying a franchise. The processes can be very confusing and demanding trying to work out the many variables such as which franchise to buy, what franchises are available, what is the initial cost, how much are the royalties and any other ongoing costs and which legal entity to use. It also looks at getting a loan, what the Franchisor provides, your role, how much and what sort of support you get. This guide covers all these questions and many more. If you are serious about buying a franchise this guide will walk you through the steps and provide the answers for you from the initial steps to opening the doors of your business while answering all your questions so you do things from a position of strength. For more information visit: <http://www.businesstransactionbooks.com>

In logical format, the author begins by discussing why a business net must prepare to sell at least one to two years in advance. He then demonstrates several business valuation methods, and which one works best for a particular type of business. By focusing in on valuing a business with a "going concern" with tight management control, low expenses and expanding revenue streams, Mr. Brown demonstrates an iron-clad method for selling a business for the best price.

"The world's greatest salesman" reveals the spectacular selling principles that have brought him to the top of his profession as he offers helpful advice on how to develop customer profiles, how to turn a prospect into a buyer, how to close the deal, how to establish a long-term relationship with one's customers. Reprint. 25,000 first printing.

Exit Rich

An Insider's Guide to Getting More Than You Ever Thought Possible

How to Sell a Business for the Most Profit

In Any ECONOMIC CLIMATE and Make THOUSANDS of DOLLARS in the Process

The #1 Guide to Maximising Your Company Value and Achieving a Quick Business Sale

How to Sell Anything to Anybody

Your Step-by-step Planner for Profit, Success & Freedom

Too many entrepreneurs push off planning for the sale of their business until the last moment. But for a business to sell for what it's really worth—or even more—owners need to prepare for the sale from the very start. In *Exit Rich*, author and mergers and acquisitions authority Michelle Seiler Tucker joins forces with Sharon Lechter, finance expert and author of *Rich Dad Poor Dad*, to create a must-have guide for all business owners—whether they're gearing up to sell a business now or just getting started building out their company into something to sell for a profit in the future. Seiler Tucker's twofold approach to selling your business for maximum profit combines two of the most powerful elements of her mergers and acquisitions toolkit: the "5T GPS Exit Model" to help business owners set goals for the sale before their business hits the market, and the "6 P Method" to help them objectively evaluate their business's worth, before their potential buyers do. Combined, these tools provide invaluable insight into the process of preparing a business for sale, finding the right buyers, and staging the sale itself. Throughout the book, Sharon Lechter's wisdom peppers each chapter in the "Mentoring Corner" section, providing forward-thinking entrepreneurs with the perspective that they need to take control of their business's future and exit rich. This book is a rich resource for any business owner looking to: • Objectively evaluate their business before a sale • Improve their chances of finding the right buyer • Sell their business for maximum profit

In this, your go-to resource guide for putting more money in your pocket, you'll learn how to make smart, informed decisions when selling your business. Not only will you learn how to sell for top dollar, but you'll also learn powerful strategies for tax reduction, the difference between launching the sale and listing these, the qualities for the right advisory team, how to make certain yo8ur employees are taken care of, and much more. Are you relying on the sale of your business to provide all or part of your retirement? Or maybe your business sale proceeds will fund a new venture? Whether the sale of your business comes tomorrow or ten years from tomorrow, the steps you take (or don't take) today, determine whether your business will eventually sell for the best and highest price. After reading this guide, you will know how to identify as well as remedy the most common "value-killing" mistakes made by business owners. We will discuss in a simple and straight forward manner, effective changes that you can easily execute which will make your business more competitive in your industry; also more highly valued in the business marketplace. Your business may be the largest asset you own. The time to start planning for the sale of your business is TODAY. With some basic planning and foresight you can sell your business for the highest possible price!

Selling your business (or buying a business) is often a once in a lifetime experience. Mistakes can be incredibly costly. There will be many questions. What should the price be? How do I find a buyer? What is the process of selling or buying a small company? These and many more questions are answered in this "real-world" book. No nonsense answers to your questions. Ted Clifton's background is financial (CPA, CFO) who has owned and sold his own businesses. He also has over thirty years' experience as a financial adviser and business broker assisting business owners in selling their businesses. Plus, he has done hundreds of business valuations for small business owners and potential buyers. Special; 2 books in 1. The bonus book is a ten-part course on how to establish the market-value for a small business. Learn the important aspects of value that can change the worth of a business many times over. How can two businesses having similar financial results be worth three times more for one than the other? Learn about risk and perception as key factors in values.

The More They Sell, The More They Earn

The Exit Formula

Selling

How to Sell Your Business for 3x More Than It's Worth Today

Sell Your Business By Design, Not By Default

Winning Strategies & Secret Hacks for Exiting on Top

The Complete Guide to Selling Your Business for the Most Money

We'll Cover: Take Your Business' Mobile Messaging to the Next Level-How do I turn conversations with my customers into conversions?-How and why should I keep track of the customers I'm messaging?-What tools do I need to handle a high volume of messages and scale my business?- Connect with Your Customers through Mobile Messaging-How can mobile messaging help me sell my products and market my business?-How do I set up messaging for my business?-What kind of messages should I send to sell and market my products or services?Using CRM: The Tool for Meeting Customers' Needs-What is a Customer Relationship Management system?-How can I get started using this system?Keep People Coming Back With Exceptional Customer Service-How can great customer service help me do better business?-How do I provide great customer service?-What tools can I use to improve my customer service?-Lay the Groundwork for Your First Sale-Why is it important to prepare for my first sale?-How can I position my product to make a sale?-What steps can I take to prepare for my first sale?Know What Customers Want: Great Customer Service-Why is customer service important for my business?-What do customers expect of my customer service?-What can I do to provide the best customer service possible?Sell, Sell, Sell: Get Quick Conversations with Flash Sale-What is a flash sale?-How can I use flash sales in my marketing?-How do I run an effective flash sale?Prep Your Business for a Successful Holiday-Why should I get my business ready for the holidays early?-What steps can I take to prepare my business for the holiday rush?-How can I encourage holiday shoppers to become loyal, long-term customers?-How to Market for Holidays and Special Moments-Why should I create specialized marketing for certain moments and holidays?-How do I find the right moments for my business and target audience?-How do I create moment-based marketing plans and materials?Test, Refine, Don't Give Up: Tips for Increasing Sales-After I create a sales strategy, should I stick with it no matter what?-If I'm making steady sales, why should I still try to increase the amount I make?-How can I increase sales?Journey Mapping: Connect the Customer Dots-What types of moments are part of the customer journey?-What is journey mapping and how can it help my marketing?-How do I start journey mapping?Make It Personal: Using Personas in Your Marketing-What are personas?-How can personas improve my marketing?-How do I create personas?Make Sales by Learning the Art of Pitching-Why should I learn how to pitch my products or services to customers?-Is pitching a skill that's only necessary for certain types of businesses?-What techniques can I use to become better at pitching?Give Customers the Best Retail Experience in Your Store and Online-Why is it important for my website, mobile site, and physical store to work together?-What can I do to improve my website and mobile site to help customers that want to shop in store?-How can I make it easier for potential customers to do business with me?Foster Customer Relationships to Sell Your Product-What is a sales strategy?-Why should I create one for my business?-How do I set up a sales strategy?See-Think-Do: Hit Every Type of Customer Intent-Should all my marketing push for immediate conversions and sales?-What are the 3 types of customer intent?-How do I optimize my marketing for each type of intent

Selling a business is not like putting a sign out front of the building and putting an ad on the internet.Sometimes the sales of a business has one foot in and one foot out of a business because she has already made her bid to sell and retire. Unfortunately, that business is not worth as much without working on the sales to reverse that trend.Sometimes a sale occurs because of a horrible personal situation. That business is not worth as much as what it could have been with some simple planning.Families sometimes own a business but have never talked about how it transfers from one generation to another. As a result the sale price is less and more tax is paid than necessary by the generation that is selling.All businesses have six systems that make them work better and worth more to a buyer. No one wants to buy a business to have a job. Well some might but they won't pay what the business could sell for.Businesses can plan to preserve their knowledge base and transfer that knowledge to a new buyer team. Businesses that have systems, owners who work less than forty hours a week, and are cash flow machines are worth far more than most businesses that are sold. It takes time and decisions to get businesses in that condition.Sell Your Business And Profit sets out the basics and blueprint for that result. Those basics and blueprint are the secrets to the business owner maximizing the sales price to achieve his or her dreams.After selling and buying over \$200,000,000 in businesses over the last few years, I have developed systems and a methodology to increase the price of a business by changing the business operations. From finding new customers to getting customers to buy more and come back more often to sales is delegated, systems can make a huge difference. Businesses that have prepared are easier to sell faster and for more money. Or the owner has a cash flow machine that perhaps does not need to be sold to achieve those dreams.Check out the special bonus available in the book.GET IT NOW at www.sellyourbizandprofit.com

Written by an expert in acquisitions, a practical handbook for those hoping to sell their business for the maximum profit 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 an templates.

Knowing the value of your business before the business is officially for sale -- is essential. But to understand the complex issues behind business valuation, you need the trusted guidance of someone who knows how this process works. In Valuing Your Business, Frederick Lipman -- a corporate attorney and former Wharton lecturer with more than forty years' experience in M&As, sales of companies, and IPOs -- reveals the proven strategies for managing valuation before selling a business. This straightforward guide leads you through the entire process from beginning to end, addressing topics such as: How to enhance the value of a business Hidden costs and pitfalls to watch for and avoid Where to find expert attorneys and accountants Techniques for negotiating a deal that will maximize the sale price while avoiding unnecessary taxes Strategies for marketing a business to buyers without alarming staff, suppliers, competitors, and the media And much more. If you're selling or contemplating selling a business, Valuing Your Business, is the only book you'll need.

Getting Out, Getting Rich, and Getting on with Your Life

How to Sell Your Business

How to Buy Or Sell Any Business

How You Can Win in the Business Quadrant

Making Your First Sale Or Getting Even More Sales

Sell Your Business for the Max!

How to Sell a Business

How To Sell Your Business and Get The Best Price For It provides a road map of suggestions, insights, and techniques that will help owners and entrepreneurs achieve success in selling their businesses. This book provides a detailed, easy-to-grasp explanation of how owners can go about selling their companies -- and optimize the price they receive. It is written to take the mystery out of the process of selling a business, and to help newcomers to the subject become conversant with the knowledge they will need -- and comfortable with the experts they will encounter -- during the various stages in the selling process. The book covers the entire selling process step-by-step -- from making the decision of when to sell, through determining how to market the company, to understanding the various legal documents involved in a sale, and on to closing the deal and handling the transition afterwards.

Throughout the book, John Sampson shares many experiences and stories from his successful career of working first hand with business owners. He takes you inside the selling process to help you clinch your own deal. Book jacket.

One day, your business will be owned by someone else. Your baby, your dream, the thing you have nurtured from infancy through great expansions, through near-death experiences, to what it is today, will be owned and led by someone else.? This book is about taking control of this certainty and choosing the path that will provide the maximum value to you, the owner.? And let's be clear: you deserve the maximum value for the business you have built. Your market value is not a mystery -- it's a calculation you can control. Robert Wagner, a CPA and business advisor at HoganTaylor LLP, has drawn on more than 30 years of experience as a CFO and M&A advisor to produce 55 value-driving questions that leaders should be asking to make their business better today and on the day they sell it. Many questions are the heart of value, the certainty and resiliency of future cash flow.? Some questions are not deal-breakers but could slow a deal down, introducing additional risk to closing the transaction.? This book is for business owners and key advisors such as CPAs, legal counsel, and bankers who want to drive value into the owner's business, create an attractive company for acquisition, and provide assurance that a deal can be completed expeditiously. This book is also for chief financial officers, controllers, and other executives of small and mid-sized businesses who want to know how to increase their businesses value today and in the future. Praised by business owners and corporate leaders alike, 55 Questions to Ask Before You Sell Your Business builds a picture of a professionally managed company that is ready for sale.

Once you have a team and know your targets, you might be wondering: How do you actually carry out the sales? Every business has a sales cycle, which is a series of tasks that helps a company's product reach its users. Therefore, having a sales pipeline, or sales funnel, will make that easier to maneuver these deals to completion. A sales pipeline is a visual sequence of activities to achieve with each prospect, from the initial lead to the closing of the deal. Simply put, a pipeline is a salesperson's right-hand man, as it helps them stay organized and take control of their work. After all, there are some things you cannot control - results. That's where managing activities comes into play. If a salesperson can see their progress, or their activities, they will be motivated to do more work and conquer more challenges. Sales management is the process of developing a sales force, coordinating sales operations, and implementing sales techniques that allow a business to consistently hit, and even surpass, its sales targets. If your business brings in any revenue at all, a sales management strategy is an absolute must. When it comes to boosting sales performance for any size of operation, no matter the industry, the secret to success is always precise sales management processes. Besides helping your company reach its sales objectives, the sales management process also helps you stay in tune with your industry as it grows, and can be the difference between surviving and flourishing in an increasingly competitive marketplace. Whether you're an experienced or new sales manager, you should be able to evaluate and gain visibility into your current sales force with the following guide to sales management. Once you have a clear picture of what processes to monitor and how to keep track of them, you'll be equipped to pinpoint issues early on, coach people if they're too late, and have a better overview of the tasks the team should be doing to increase its sales. If you're a sales rep who happened to stumble upon this guide out of curiosity, you're already winning. This book will give you an understanding how your company's sales process is managed, allowing you to become more in sync with your team, create a better relationship with your manager, and achieve better sales results yourself. Overall, sales management will help businesses and their workers better understand results, predict future performance, and develop a sense of control by covering the following aspects.

Sell your business for more than its worth address the vital issues that add value to your business as well as increase the sales price potential of your business. This book will define industries that are desirable to buyers and it will open your eyes to discover if your industry is thriving or dying and what you can do about it. This must-read will provide valuable tips on creating congruent profit centers and diversifying your product/client mix. Most important this book is a blueprint for anyone that wants to increase market share, become more profitable and for those that want to, sell their business for top dollar! This extraordinary book will demonstrate how to increase profits, plan your exit strategy and sell your business for maximum value in the quickest time possible in an easy to understand step-by-step approach.

The Secrets of Maximizing Your Sales Price to Achieve Your Dreams

Buying and Selling a Business

Successfully Buy Your Franchise

The Art of Selling Your Business

A Roadmap to the Successful Sale of Your Business

Sell Your Business Your Way

How to Sell Your Business for More Money

Interested in retiring, cashing-out, or starting a new adventure? Eager to exit your business so you can to enjoy more time with loved ones, spend some of your hard-earned cash or do all the things you've always want to do but never had the time? How To Sell A Business: The #1 Guide to maximising your company value and achieving a quick business sale will help you: - Gain techniques and tips on how to best maximise your profit personally - Ensure that the sale process goes as quickly and smoothly as possible - process so you can be one step ahead of the buyer rather than behind - Be prepared to handle the emotional journey - Understand your current valuation and how to best increase it - Avoid being 'price chipped' (the buyer reducing the offer price) and avoid costly mistakes - Escape an earn-out (having to stay on as an employee and hit targets after the sale)

Start Marketing NOW on the World's Fastest-Growing Website! You thought Facebook, YouTube, and Twitter were big? Pinterest is outpacing them all. As a marketer, you can't afford to ignore this amazing new platform. Why should you start marketing right now on Pinterest? In a word: EARN! You'll drive more traffic, get more customers, and make more money than ever! Pinterest Power provides all the tools, tips, and strategies you need to get going--right now, the right way. "Pinterest has unimaginable potential for highly effective blueprint for using it the right way. This is the guide to Pinterest that I'm having my staff read." -- JIM COCKRUM, bestselling author of Free Marketing: 101 Low and No-Cost Ways to Grow Your Business "Pinterest is one of the hottest and fastest social networks on the Internet today. It's growing faster than Facebook did, and you don't want to be left behind. Jason Miles will show you step-by-step how they uses Pinterest to make money online." -- SKIP MCGRATH, author of Three Weeks to eBay Pro

"The EXITpreneur's Playbook is the ultimate guide to selling an online business. We all need to transition our businesses someday, and those that learn from this book will have a smoother experience, an improved deal structure, and a stronger bank account." -Walker Deibel, bestselling author of Buy Then Build Most people start an online business for the freedom, autonomy, and money that come with entrepreneurship-but what they often find instead is the feeling that they're running on a hamster wheel and can't ju up their worth? This book will shift your mindset from entrepreneur to EXITpreneur. After all, the majority of all the money you'll ever make from your business comes on the day you sell-so it's important to get the exit right. In The EXITpreneur's Playbook, Joe Valley shares his experience in all facets of exiting an online business through direct experiences and real-life examples, with clear math and logic. You'll learn to: ? Assess the value of your business and reverse engineer a path to an incredible exit? Avoid the "ignorance" trap. Calculate the all-important seller's discretionary earnings? Create rock-solid pillars every buyer wants The EXITpreneur's Playbook is the definitive guide to achieving your own incredible exit, at the right time and value, and with the best deal structure that allows you to move on to your next adventure-with not just money in the bank, but satisfaction and peace of mind.

Interested in retiring, cashing-out, or starting a new adventure? Eager to exit your business so you can to enjoy more time with loved ones, spend some of your hard-earned cash or do all the things you've always want to do but never had the time? How To Sell Your Business: The #1 Guide to maximising your company value and achieving a quick business sale will help you: - Gain techniques and tips on how to best maximise your profit personally - Ensure that the sale process goes as quickly and smoothly as possible - process so you can be one step ahead of the buyer rather than behind- Be prepared to handle the emotional journey- Understand your current valuation and how to best increase it- Avoid being 'price chipped' (the buyer reducing the offer price) and avoid costly mistakes- Escape an earn-out (having to stay on as an employee and hit targets after the sale)About the Author - Joanna Miller/When Joanna and her business partner sold their E4m turnover company they went around the sales cycle a total of five times, her more than the lowest price. They even had a deal killed one week before completion day! On the sixth attempt the business sold for millions. Attempting to sell a UK business six times taught Joanna a variety of invaluable, but very expensive, lessons. By the final sale, Joanna learned every technique imaginable on how to maximise profits and sell quickly. Avoid frustration, save money and enjoy a smoother business sale journey by discovering the wisdom, techniques and tips offered in this book.

Selling Your Business For Dummies

Deciding to Sell Your Business

Creating a Business That Can Thrive Without You

How to Get Your Way in Business and in Life

The BizBuySell Guide to Selling Your Small Business

Preparing Your Business for Sale

The Key to Wealth and Freedom

MBA MEETS MAIN STREET Finally, the positive economic news every businessperson is waiting for here. Jack Garson says the long economic downturn will give way to a major buying spree by cash-rich companies—and they could be in the market to purchase your small or medium-sized business. It's the ultimate payday for everyone who wants to live the American dream, whether they're starting a business or already own one. Millions of dollars are on the table. But will you and your business be ready? How to Build a Business and Sell It for Millions is a must-read for every entrepreneur. In entertaining and elaborate detail, Garson outlines the vital moves your company needs to make to become an attractive acquisition by other firms. • Do you have a competitive edge that sets you apart from your competitor? • Are both you and your company sustainable and able to outlast the bad times to become a success? • Can you stop being a "Derek," the boss who suffers from "Founder's Dilemma," micromanaging everything big and small? How to Build a Business and Sell It for Millions uses real-life examples to explain how the goal of selling your company needs to be linked to every business decision you make: hiring, compensation, contracts, financial reporting and dozens of other areas often overlooked by busy entrepreneurs. While many business owners struggle to get to the next day, Garson has the inside scoop on achieving the opportunity of a lifetime—selling your company for vast riches. In How to Build a Business and Sell It for Millions, MBA meets Main Street, with a combination of inspiration and invaluable practical advice.

One of the most disheartening industry statistics that I have seen is that as few as 15% of all businesses are ever sold! The other 85% simply fade away, are closed by the owners because they couldn't sell, or go out of business and have their assets liquidated.The information you're about to learn in this book will show you how to not only ensure that you're in that lucky 15% that are able to sell their businesses, but also how to prepare your business, so that it sells for the maximum amount possible and under the best circumstances for you. • An overview of business sale process* Steps to follow as you prepare your business for sale* Information on how to effectively market your business for sale* Advice regarding buyer-seller negotiations* Advice on assembling a sale team and maintaining confidentiality* Advice on financing and tax implications*It's never too early to start thinking about your eventual exit. Start taking steps today to prepare your business for sale to maximize your long-term value and create a more profitable company along the way.

Produced by BizBuySell, the Internet's largest marketplace for businesses for sale, and written in conjunction with Small Business Strategist, Barbara Findlay Schenck, author of best-selling business books including Selling Your Business For Dummies, This guide provides a comprehensive overview of the small business sales process including actionable advice and step-by-step instructions to help maximize selling success.

Freedom. It's the ability to do whatever you want, whenever you want. It's the ultimate reward of selling your business. But selling a company can be confusing, and one wrong step can easily cost you dearly. The Art of Selling Your Business: Winning Strategies & Secret Hacks for Exiting on Top is the last in a trilogy of books by author John Warrillow on building value. The first, Built to Sell, encouraged small business owners to begin thinking about their business as more than just a job. The Automatic Customer tagged recurring revenue as the core element in valuable companies and provided a blueprint for transforming almost any business into one with an ongoing annuity stream. Warrillow completes the set with The Art of Selling Your Business. This essential guide to monetizing a business is based on interviews the author conducted on his podcast. Built to Sell Radio, with hundreds of successfully cashed-out founders. What's the secret for harvesting the value you've created when it's time to sell? The Art of Selling Your Business answers important questions facing any founder, including— • What's your business worth? • When's the best time to sell? • How do you create a bidding war? • How can you position your company to maximize its attractiveness? • Who will pay the most for your business? • What's the secret for punching above your weight in a negotiation to sell your company? The Art of Selling Your Business provides a sleeves-rolled-up action plan for selling your business at a premium by an author with consummate credibility.

How to Value & Sell Your Business

55 Questions to Ask Before You Sell Your Business

Sell Your Business and Profit

How to Sell Your Online Business for Top Dollar by Reverse Engineering Your Pathway to Success

How to Build a Business and Sell It for Millions

The Essential Guide to Preparing, Valuing and Selling a Company for Maximum Profit

The value of your business is closely linked to your ability to sell it. How to Value and Sell Your Business will demystify all the ways of valuing and selling your business, taking you step-by-step through assessing its present and future worth, identifying potential buyers, maximizing the selling price and managing the sales process. You cannot begin planning your exit from your business too soon. Having a sound exit strategy in place will make all the difference when you do come to sell up, and will ensure you make maximum profit from the sale. Avoiding jargon, and explaining technicalities in straightforward language, How to Value and Sell Your Business takes you through all the options and highlights the various paths you can take to ensure the best deal possible.

"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 hundreds of business brokers, valuation firms, accountants, investment firms, debt-financing sources, and much more."--Jacket.

Buying and Selling a Business reveals key strategies used to sell and acquire business investments. Garret 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. How to Sell Your Mid-Sized Business is written specifically for businesses between \$1 million and \$50 million in sales - businesses which specifically benefit from marketing to strategic and private equity buyers. It covers marketing techniques as well as how to structure a competitive bidding process in order to maximize the selling price.The book covers all areas of selling, including preparation, timing, marketing, negotiation, due diligence and closing. It also describes the differences and services you can expect from business brokers, M&A advisors and investment bankers, and what types of fees and commissions they charge. Ney Grant, shares real-life experiences and stories of deal-making that help illustrate points in the book. Ney started his career by starting, growing and selling his own company, then worked with private equity groups buying companies, then as an M&A advisor selling companies ranging from \$500K to \$55 million in value. Ney is currently a senior DealMaker with Woodbridge International, a middle market M&A firm.

Sell Your Business for More Than It's Worth

And Get the Best Price for It

High-Profit Selling

The Essential Moves for Every Small Business

Sell Your Business For More - The Maximum Exit Playbook-

How to Sell Your Mid-Size Business

The EXITpreneur's Playbook

Selling something that you've poured money, energy, and incalculable amounts of time into is tough enough. But getting anything less than the maximum you deserve in return for all your work is unjustifiable. You deserve to squeeze every last 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, readers 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
- And much more

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 insightful and invaluable guide reveals how anyone can get a positively outrageous price for their company. You did all the work—now it's time to get paid!

The 6 P Method to Sell Your Business for Huge Profit

How to Sell Your Business Without a Broker

Sales & Distribution Management