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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 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.

The Quick Guide to Selling Your Business Huzeifa Anjary, 2012-07-04 Have a business to sell? This book will be all you require to get the information you need from start to finish on how to sell your business. The book will show you how to: Maximise your selling price; how to follow up enquiries; and provide valuable tools such as the best places to advertise. Being described as 'The most insightful book on selling a business to date', you will not be disappointed. The book is brief and gets to points quickly and draws on personal experience to give you the best picture on how to sell your business quickly, effectively, and at the best price.

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

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