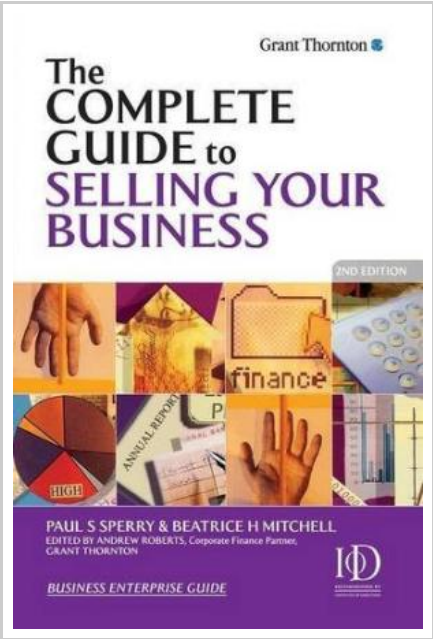


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The Complete Guide to Selling Your Business (Paperback)

By Paul S. Sperry, Beatrice H. Mitchell

Kogan Page Ltd, United Kingdom, 2006. Paperback. Book Condition: New. 2nd Revised edition. 226 x 146 mm. Language: English Brand New Book ***** Print on Demand *****. Highly practical in nature, offering step-by-step advice clearly and effectively.recommended . (Library Journal). Mandatory reading for any business contemplating a sale . (David Tarner, former Group President, Spirent Group plc). Sooner or later, every business owner must think about how and when to sell their business. This may be because the business needs capital to grow or because the owner wants to covert equity into cash: but the decision remains the same. With such a difficult, emotional process - often the most important economic decision business owners will ever make - it can pay large dividends to get experienced advice. In this comprehensive, fully updated guide two experts take the reader step-by-step through the entire process. From how to determine when is the right time to sell, to valuing a company, to negotiating the final terms, every issue is dealt with. There are real life case studies that show how individuals dealt with the complex issues involved and an appendix containing a sample purchase agreement, confidentiality agreement, and other important documents.

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