



## Selling Your Business For Dummies

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By Barbara Findlay Schenck, John Davies

John Wiley and Sons Ltd. Paperback. Book Condition: new. BRAND NEW, Selling Your Business For Dummies, Barbara Findlay Schenck, John Davies, 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.



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