

# Successfully Sell Your Business - Andrew Rogerson

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Thinking about selling your business? This 150 page comprehensive workbook helps you understand the many complexities and decisions you have to make. Written by a professional business broker with many years of real world business experience, this guide shows you how to sell your business in the shortest possible time for the best possible price. It includes reasons why you need to plan ahead for taxes, how to avoid potential legal, accounting, and other roadblocks, how to value your business and other assets, the different types of professionals available and how to research and properly prepare for selling. Also includes how to search for and qualify potential buyers, address finance concerns, protect you and your business with confidentiality agreements, prepare an executive summary, confidential business review and conduct effective negotiations. Also includes dozens of worksheets, checklists, and charts for you to track during the steps of selling. Author: Rogerson, Andrew Publisher: Rogerson Business Services Illustration: N Language: ENG Title: Successfully Sell Your Business Pages: 00000 (Encrypted PDF) On Sale: 2011-01-10 SKU-13/ISBN: 9780983282624 Category: Business & Economics : Entrepreneurship Category: Business & Economics : Small Business - General Category: Business & Economics : Mergers & Acquisitions

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