

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 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 --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: The Kindle edition of this book does not include any CDs or DVDs.

ABC : Zoo Alphabet Vocabulary: Baby ABC, WHAT ARE THE FATHER STEPHENS MEDICAL AUTHORITIES CONCERNING HIS DIVINE APES AND OTHER DIVINE ANIMALS IN THE HOLY BIBLE, Natural Hazards & Disasters, U of MN Custom 3rd, A Concise Chinese Grammar (Chinese Edition), Urine Therapy-natures Elixir,

Small business owners make drastic mistakes when selling their business and lose thousands of dollars. Here are the 5 biggest mistakes retailers make.

If you've built a small business and are starting to think about retiring or cashing out, you need a strategist and author of *Selling Your Business For Dummies*. Selling a business is never an easy or simple process. However, the rewards can be great, and ultimately, life-changing, so if you do decide to.

Make selling your small business easy with these seven steps. Determine the value of your company. Clean up your small business financials. Prepare your exit strategy in advance. Boost your sales. Find a business broker. Pre-qualify your buyers. Get business contracts in order.

Small business resources by Barbara Findlay Schenck, author of *Branding for Dummies*, *Business Plans Kit for Dummies*, *Selling Your Business for Dummies*, .

A hands-on tool for conducting the successful, profitable sale of a business. As business owners grow, trends have shown that they start thinking. Selling a small business is a complex venture that involves several considerations. It can require that you enlist a broker, accountant and/or an.

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