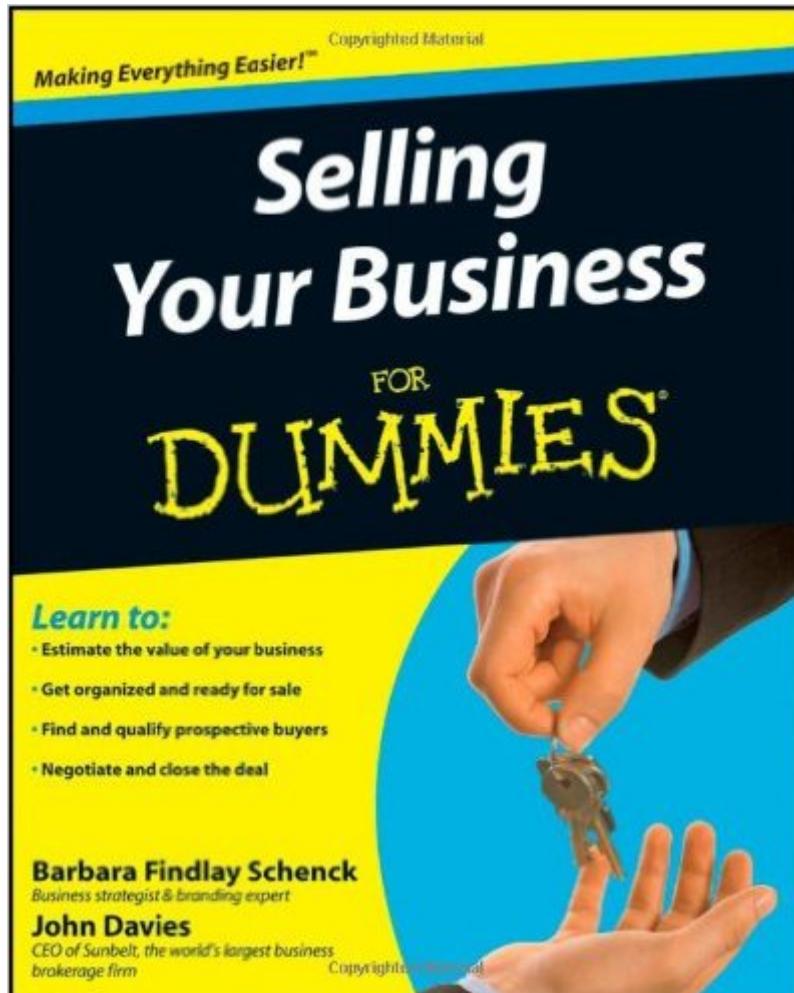


The book was found

Selling Your Business For Dummies



Synopsis

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, 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: CD-ROM/DVD and other supplementary materials are not included as part of eBook file.

Book Information

Paperback: 384 pages

Publisher: For Dummies; 1 edition (November 3, 2008)

Language: English

ISBN-10: 0470381892

ISBN-13: 978-0470381892

Product Dimensions: 7.4 x 0.8 x 9.2 inches

Shipping Weight: 1.2 pounds (View shipping rates and policies)

Average Customer Review: 4.5 out of 5 starsÂ See all reviewsÂ (19 customer reviews)

Best Sellers Rank: #131,509 in Books (See Top 100 in Books) #24 inÂ Books > Business & Money > Management & Leadership > Consolidation & Merger #127 inÂ Books > Business & Money > Small Business & Entrepreneurship > Marketing #432 inÂ Books > Business & Money > Marketing & Sales > Sales & Selling

Customer Reviews

I must be a Dummy. For three decades I've been a business advisor to CEO who are doing exit strategies and succession planning. I bought to review it as a tool for clients. What a great primer for taking a very complicated topic and making it understandable and approachable. As I've been reading, I'm learning from the different perspective of the author, but that's why we read topics we know something about. Be On-Purpose! Kevin W. McCarthy

I was surprised that the complex topic of selling your business worked in the "for dummies" format, but it did. The use of bullets, icons, checklists, white space, etc., added clarity to a daunting subject. It had a warm, collegial tone and good shortcuts for how to use the book. It went over financial statement basics for small business owners that may be weak in this area. The co-author is the CEO of the largest US business brokerage firm, so there was a good discussion re: how and when to use a broker. I thought this discussion was fair in its assessment, readily saying when not to use one. As an advisor to business owners and their families, I will recommend this book to my clients as a good starting point on their journey to sell their business.

Hello! I have been reading the book and I previously complained on this site that the files from the CD ROM were not accessible to Kindle users. I was frustrated because the book content is SO GOOD, and I wanted to get started with my homework and work on the forms. Immediately, the writer wrote to me personally and sent me all the files. It was her husband birthday and she was away from her computer, but still she wrote to me by iphone to reassure me. It's the first time I purchase a book, and it comes with such a personal and nice after sales service. I'm impressed with the book, and also with the author. The book is full of crucial information, it's very methodical, and guides you through all the steps, from the mind, to the paper. I have downloaded samples of others books to compare and see. I did not find it necessary to read them. Everything is covered in her book.

This is an excellent review for anyone selling a business, either on your own or with a broker. The exercises and included CD allow the owner to put together all the important information needed for a sale. There are also many suggestions and ideas to do the best.

Picked up some good tips while selling my business. As with all 'Dummies' books many good points to use.yea yea

I got this prime digital, but they did not send me the CD rom that suppose to come with this book. The book references back on it and also important forms that you need or only on the CD. And if the case is because you buy digital that the forms should come at least in a attachment with digital book or by email. I feel short changed just because I went digital and didn't buy the actual paper back book.

Excellent overview of selling process, with good attachments in CD. Provides solid outline of the process and highlights of areas which a seller could research if deemed appropriate for the particular situation. Also gives the seller the perspective of potential buyers. This book would also be very helpful to buyers because it essentially covers/menitons all of the areas that the buyer should perform during the decision process.

This is an outstanding and informative book that maps out how to sell a business wisely. I absolutely loved it and am so glad it was available. It made sense out of the whole process. I highly recommend it.

[Download to continue reading...](#)

Selling on eBay: 44 Killer Profitable Items To Sell on eBay From Garage Sales, Thrift Stores, Flea Markets and More! (selling on ebay, ebay, ebay selling, ... ebay marketing, ebay selling made easy,) Business Plan: Business Tips How to Start Your Own Business, Make Business Plan and Manage Money (business tools, business concepts, financial freedom, ... making money, business planning Book 1) Jewelry Making & Etsy Business Box Set: Jewelry Making Instructions and Useful Tips to Guide You Through How to Start Your Etsy Business (Jewelry Making ... Selling Etsy, Esty Selling Success) eBay: Find All You Need To Sell on eBay and Build a Profitable Business From Scratch, Step-By-Step (eBay, eBay Selling, eBay Business, Dropshipping, eBay Buying, Selling on eBay) Photography Business Box Set: Master the Art of Wedding Photography and Start Your Own Business (business photography, business photography, starting photography business) Selling Your Business For Dummies Thrift Store: How to Earn \$3000+ Every Month Selling Easy to Find Items From Thrift Stores, Garage Sales, and Flea Markets (FBA - Selling on Ebay ... Online - Etsy Business - Work From Home) Etsy: Ultimate Etsy Strategies For Selling Crafts Online (Etsy, Etsy SEO, Etsy business for beginners, Etsy selling Book 1) eBay: The Ultimate Step-By-Step Beginners Guide to Sell on eBay and Build a Successful Business Empire From Scratch (eBay, eBay Selling, eBay Business, Dropshipping, eBay Buying, Online Business) BUSINESS PLAN: Business Plan Writing Guide, Learn The Secrets Of Writing A Profitable, Sustainable And Successful Business Plan ! -business plan template, business plan guide - Photography Business: Sell That Photo!: 10 Simple Ways To Make Big Bucks Selling Your Photography Online (how to sell photography, freelance photography, ... to start on online photography business) The Advanced Selling Skills Series (Advanced Action Selling Book Series, Four-Book) The Complete Guide to Option Selling: How Selling Options Can Lead to Stellar Returns in Bull and Bear Markets, 3rd Edition How To Sell Used Books On : The Home Based Bookstore - Make A Passive Income By Selling Old Books On

(Passive Income, Selling Books On , Home-Based Bookstore) Selling to the C-Suite: What Every Executive Wants You to Know About Successfully Selling to the Top Selling to Procurement: 7 Secrets to Decoding Procurement for Smarter B2B Selling and Negotiating Unlabel: Selling You Without Selling Out Making Money at Home: Methods to Make Money with Drawing Portraits: How I Made More than \$50,000 Selling Art Online and Offline (Ways to Make Money with Art, Selling Drawings) FBA: Complete Guide: Make Money Online With FBA: The Fulfillment by Bible: Best Selling Secrets Revealed: The FBA Selling Guide FBA: Complete Guide: Make Money Online With FBA: The Fulfillment by Bible - Best Selling Secrets Revealed: The FBA Selling ... , fulfillment by , fba Book 1)

[Dmca](#)