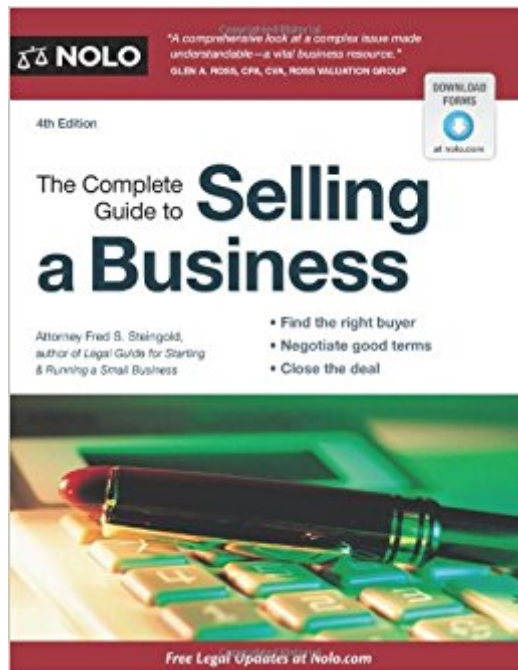




The book was found

The Complete Guide To Selling A Business



Synopsis

The most comprehensive, easy-to-use guide to selling a business available! Out there somewhere is a buyer looking to buy a business like yours -- so if you're ready to sell, make sure that you protect your interests and maximize your profit with *The Complete Guide to Selling a Business*. It covers: getting your business ready to sell pricing your business and valuing your assets finding the right buyer analyzing the tax issues negotiating a payment plan and other terms of sale planning your future relationship with the business limiting your liability working with lawyers, accountants and brokers closing the deal and transferring the business to its new owner *The Complete Guide to Selling a Business* includes a CD-ROM that helps you create more than two dozen crucial documents for both asset and entity sales, including: the sales agreement confidentiality letter promissory notes and security agreements noncompete and consulting agreements closing checklists The 4th edition is completely updated with the latest tax considerations, and now provides more advice on marketing the sale of your business.

Book Information

Series: Complete Guide to Selling a Business

Paperback: 496 pages

Publisher: NOLO; 4 edition (August 21, 2012)

Language: English

ISBN-10: 1413312667

ISBN-13: 978-1413312669

Product Dimensions: 7 x 1.2 x 9 inches

Shipping Weight: 1.6 pounds (View shipping rates and policies)

Average Customer Review: 4.5 out of 5 stars 17 customer reviews

Best Sellers Rank: #443,965 in Books (See Top 100 in Books) #184 in [Books > Law >](#)

[Business > Corporate Law](#) #250 in [Books > Law > Legal Self-Help](#) #328 in [Books > Law > Business > Franchising](#)

Customer Reviews

"This accessibly written guide for owners of small to mid-sized businesses explains the steps for marketing and selling a business". Reference & Research Book News

Attorney Fred S. Steingold practices law in Ann Arbor, Michigan. An expert on small business law, he represents and advises many small businesses. He is the author of *Legal Guide for Starting &*

Running a Small Business and The Employer's Legal Handbook. His monthly column, "The Legal Advisor," is carried by trade publications across the country.

I have an earlier version of this book and absolutely swear by it. I turned to this book originally because the attorney I hired to write the contracts did a terrible job understanding what we wanted. I ended up selling my business using the contract templates included in the book as well as many of the checklists. I'm not a lawyer and I easily understood everything that went into our contracts. In fact, the buyers of our business were impressed that we did all the paperwork ourselves and their attorney approved all of the contracts. Personally, I don't think I would ever take the "DIY" route again - but I know what it takes now! I don't recommend selling (or buying) a business without an attorney or CPA. However, read this book first and you will have a much more informed conversation about what you do and don't want in your contracts when you do go to your attorney and CPA. Use the information from this book to help you interview and hire the right professionals to assist you. I keep this book on my shelf as a great reference and have recommended it to many clients. I refer to this occasionally when a client needs to design their exit strategy. The price of this book is well worth it. Consider it the pre-requisite education you need before spending hundreds (or thousands!) of dollars being educated by a lawyer!

The Complete Guide to Selling a Business can save you untold amounts of money after the sale. I was not aware that setting up the definitions and terms of the sale (before it happens) can, after an accountant's review, save either party thousands in taxes to be imposed after the completion of the sale. **READ THIS GUIDE**

Secretly, I don't want my business broker competitors knowing about this book. I believe that Mr. Steingold has written a truly must read for anyone, in any capacity, even thinking about buying or selling a business. Yes, buyers too will gain tremendous value from learning about the components of business ownership transfer, and how these components are interrelated. No, I'm not a compensated endorser. It's, for me, a great and well organized book.

Very informative.

Helpful and "business like" , but not complete in handling the emotional aspects of deciding to or not to sell a business. Wish i had read it before deciding to sell my business. Which I didn't.

excellent resource

Great Information - Very easy to read!

Got what I needed

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

ESL Business English: The essential guide to Business English Communication (Business English, Business communication, Business English guide) FBA: Complete Guide: Make Money Online With FBA: The Fulfillment by Bible: Best Selling Secrets Revealed: The FBA Selling Guide Business For Kids: for beginners - How to teach Entrepreneurship to your Children - Small Business Ideas for Kids (How to Start a Business for Kids - Business for children - Kids business 101) Online Business from Scratch: Launch Your Own Seven-Figure Internet Business by Creating and Selling Information Online (Internet Business Series) Selling to the C-Suite: What Every Executive Wants You to Know About Successfully Selling to the Top (Business Books) Etsy: Ultimate Etsy Strategies For Selling Crafts Online (Etsy, Etsy SEO, Etsy business for beginners, Etsy selling Book 1) The Complete Guide to Option Selling: How Selling Options Can Lead to Stellar Returns in Bull and Bear Markets, 3rd Edition (Professional Finance & Investment) FBA: Complete Guide: Make Money Online With FBA: The Fulfillment by Bible - Best Selling Secrets Revealed: The FBA Selling ... , fulfillment by , fba Book 1) Ecommerce: FBA - Step by Step Guide on How to Make Money Selling on | Shopify: Step by Step Guide on How to Make Money Selling on Shopify Business Turnaround Blueprint: Take Back Control of Your Business and Turnaround Any Area of Poor Performance (A Business Book for the Hard-Working Business Owner) 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) Buying and Selling a Business: How You Can Win in the Business Quadrant Ecommerce Business Mastery: Earn Full-Time Income Through Your Own Ecommerce Store. Etsy Selling & Instagram Ecommerce Based Business. 7 STEPS to SALES SCRIPTS for B2B APPOINTMENT SETTING. Creating Cold Calling Phone Scripts for Business to Business Selling, Lead Generation and Sales Closing. A Primer for Appointment Setters. Online Business from Scratch: Launch Your Own Seven-Figure Internet Business by Creating and Selling Information Online 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) Unlabel: Selling You Without Selling Out Selling Secrets:

How to Make an Extra \$1K - \$10K a Month Selling Your Own Products on Buying & Selling
Antiques and Collectibles on eBay (Buying & Selling on Ebay) How to Survive and Prosper as an
Artist: Selling Yourself Without Selling Your Soul

[Contact Us](#)

[DMCA](#)

[Privacy](#)

[FAQ & Help](#)