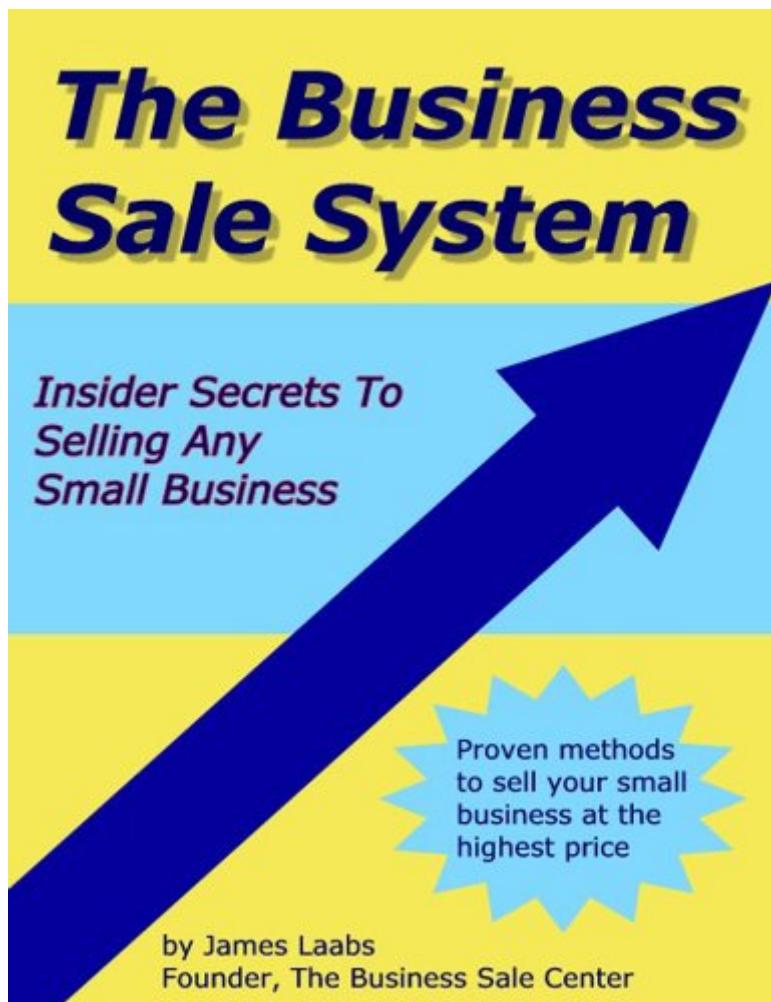


The book was found

The Business Sale System: Insider Secrets To Selling Any Small Business



Synopsis

Special Kindle edition updated in 2011! The Business Sale System lays out an easy to follow, step-by-step plan for selling any small business at the highest possible price. The book combines straight talk and practical advice with real-life anecdotes, success stories and valuable insights that only a veteran business seller can provide.

Book Information

File Size: 731 KB

Print Length: 304 pages

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Entrepreneurship & Small Business > Small Business

Customer Reviews

This book was an easy read and was very helpful. The author seems very knowledgeable about the in's and out's of the business world. Reading this book felt more like a conversation then a lecture. I sold my business within a week of finishing it. I highly recommend it!

I am planning the sale of my restaurant business, and recently purchased The Business Sale System and a couple of other books about business selling. I found The Business Sale System to be very informative and helpful. The author seems to have a lot of experience in selling businesses,

and told some interesting stories from real life to illustrate many of his points. Where this book really helped me is to get a better understanding of how to get started selling my business and what to expect as I sell it. This was a worthwhile book and I plan to use the methods talked about in this book to sell my business.

Written by the founder of The Business Sale Center James Laabs, The Business Sale System: Insider Secrets To Selling Any Small Business is a step-by-step, hands-on guide to selling any small business at the highest price possible. Covering businesses worth \$200,000 to \$5 million, The Business Sale System offers tested strategies including the twenty-five factors that determine a company's value to buyers (such as whether there's a diversified customer base/product line with no one customer or product responsible for more than 15-20% of sales), tips to screen potential buyers and avoid revealing confidential information to the wrong people, critical precautions to protect oneself from fraud or being cheated out of payment, and much more. A "must-have" insider's guide for anyone seeking to get maximum reward for the years and monies they have invested in owning a small business.

Complete waste of time, returning today, mostly unread. While it was obvious from the beginning, the typo on page 11 set me off. Then, the short shrift he gave ESOPs on page 21 led me to the index, where I saw two short references to ESOPs. When I went to that page, he noted that an advantage of ESOPs was the cheaper cost of financing that banks enjoy when they lend to ESOPs (in years past, banks taxed on only 50% the interest income from ESOP loans), a rule that was changed in 1996. Not sure who wrote those other reviews....

Easy reading book that brings a lot of information to the forefront that is need to make a sale of your business or if you are purchasing another's business.

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