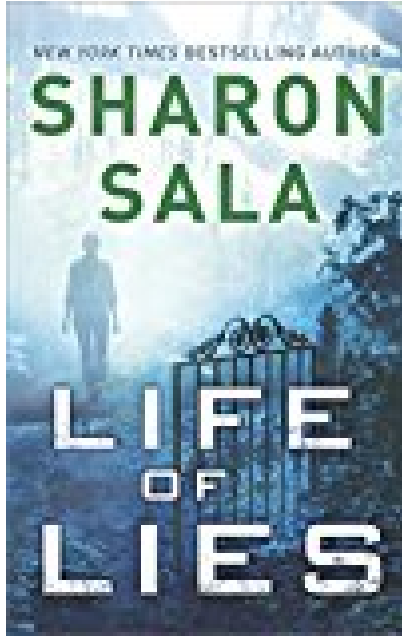


Life of Lies



BOOK DETAILS

- Author : Sharon Sala
- Pages : 384 Pages
- Publisher : MIRA
- Language : English
- ISBN : 0778330354

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BOOK SYNOPSIS

11 Secrets to Selling Your Business explains in straightforward language and helpful examples how to succeed in profitably valuing and selling your business by avoiding the many mistakes that plague business sellers. Costly mistakes often rob sellers of thousands or, worse yet, hundreds of thousands of dollars of profits when selling or merging their business. Mistakes like breaching confidentiality without agreements in place which allows a competitor to steal valuable customer lists or valuable leases on key locations. Mistakes such as negotiating a great deal without securing buyer financing causing the transaction to crash the day before settlement. Finally, a very misunderstood area, failing to negotiate earn-outs and other price kickers that could add 15% or more to your bottom line with no additional risk. You will see how to create the most valuable business possible at the time you intend to sell. You will be shown all the steps in the business sale process allowing you to structure and negotiate a transaction that will solve your concerns and produce the highest profit when selling your business.

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