



Sell Your Business for an Outrageous Price: An Insider's Guide to Getting More Than You Ever Thought Possible

Kevin Short

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Too many businesses sell for far less than they should! After pouring time, energy, and money into their company, owners deserve to squeeze every last dollar they can from that hard-earned investment. *Sell Your Business for an Outrageous Price* is the playbook they need to win big at the closing table. Readers will discover how to:

Prepare their companies and themselves for sale • Recognize the best time to go to market • Minimize their risk • Identify, attract, and motivate deep-pocketed buyers • Determine their company's competitive advantage and leverage it for the best offer • Find a transaction advisor with the skills and experience to guide them through the M&A jungle • Ascertain whether the advisor has what it takes to get top dollar • Maintain confidentiality • Foil buyers' attempts to undermine sale price • And much more

Featuring real-life case studies and an appendix of indispensable tools—including due diligence lists, sample nondisclosure agreements, a sales readiness assessment, and a sample engagement letter—this insightful guide reveals how anyone can get a positively outrageous price for their company.

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From reader reviews:

Diane Gibbons:

Spent a free time and energy to be fun activity to do! A lot of people spent their down time with their family, or their friends. Usually they undertaking activity like watching television, planning to beach, or picnic in the park. They actually doing ditto every week. Do you feel it? Will you something different to fill your own free time/ holiday? Could possibly be reading a book is usually option to fill your free of charge time/ holiday. The first thing that you'll ask may be what kinds of e-book that you should read. If you want to try out look for book, may be the guide untitled Sell Your Business for an Outrageous Price: An Insider's Guide to Getting More Than You Ever Thought Possible can be fine book to read. May be it can be best activity to you.

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Jamie Hernandez:

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Kenneth Connolly:

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to share. You can find a lot of recommendations to get information example: internet, newspapers, book, and soon. You will see that now, a lot of publisher which print many kinds of book. Often the book that recommended for your requirements is *Sell Your Business for an Outrageous Price: An Insider's Guide to Getting More Than You Ever Thought Possible* this e-book consist a lot of the information on the condition of this world now. This kind of book was represented how can the world has grown up. The language styles that writer make usage of to explain it is easy to understand. The particular writer made some analysis when he makes this book. This is why this book ideal all of you.

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