



# Exit 12 Steps to Sell Your Business for the Price You Deserve

By Julie Gordon White

Business Coach Press. Paperback. Book Condition: New. Paperback. 148 pages. Dimensions: 8.4in. x 5.5in. x 0.6in.EXIT! 12 Steps to Sell Your Business for the Price You Deserve demystifies the selling process ensuring that business owners will be able to sell their business for the maximum market price, whether they want to sell today or ten years from today. The EXIT! book begins with the reasons businesses change ownership (or not), how to determine the best time to sell, and teaches business owners how to value their own business in 30 minutes or less. From there, the reader will discover how to get the business ready for market, how to prepare financial statements and even contemplate the cost benefit of selling a business For Sale By Owner, and if not, how to assemble a selling success team. At this point in the book, a business owner will have a clear overview of the process allowing the book to go deeper to discuss the difference between an asset sale and a stock sale, how to market for buyers, how to manage the offer and due diligence process, and lastly, how to exit problem-free and with a bank account full of cash! The...



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