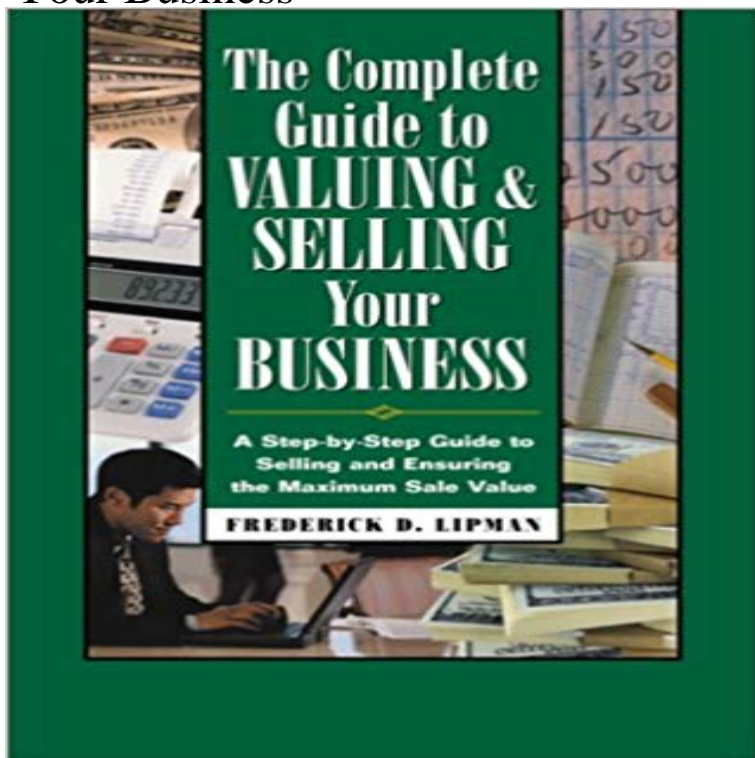


# The Complete Guide to Valuing and Selling Your Business: A Step-by-Step Guide to Selling and Ensuring the Maximum Sale Value of Your Business



Selling your business should be a profitable, crowning moment of achievement, but it can also be slow, difficult, and loaded with pitfalls. Inside, author and corporate attorney Frederick D. Lipman provides you with the comprehensive resource for selling your business from strategically positioning your company's assets to finalizing the perfect deal. Straightforward and easy to read, this book explores the potential difficulties and demonstrates how you can enhance the value of your business and conduct its sale smoothly and profitably. You'll discover how to: Establish the true value of your business, including intellectual property; Market your business to prospective buyers without alarming staff, suppliers, competitors, and the media; Negotiate the deal properly; Structure the transaction to avoid paying exorbitant taxes; Avoid potential deal-killers right from the start; And more! Also included is how to assemble a professional team of bankers and attorneys and conduct an auction, as well as appendixes providing detailed examples from actual sales and samples of key documents. For anyone selling or contemplating selling a business, this book is absolutely essential reading. The best explanation I've ever seen on how to get the highest price for your company. Thanks for the millions. Stan Gordon, President, Gordon Phillips Beauty Schools

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