

The book was found

How To Sell Your Business: Keys To Maximize The Price Of Your Company

ENRIQUE QUEMADA CLARIANA

How to
maximize the
Price of
MY
company

Advise on how to find the best
buyer for your business



Synopsis

If you are thinking of selling your company and you want to get the best price for it, then you need to read this book. In 'How to sell your business', Enrique Quemada talks naturally with the reader to explain everything there is to know about selling a business: the different stages of a company's life cycle, the sales process, the various parties that play a role in the sale, the many types of investors, the due diligence, the value and price of a company and how to carry out a good negotiation with strategic buyers, with family offices or with private equity groups. By following this easy to read guide, with lots of real examples, you will learn about Mergers & Acquisitions (M&A): how to find the buyer that can pay the most and how to attract investors; how to be successful in a MBO or MBI, choosing the right partner; how to prepare for due diligence, improve your negotiation skills and subsequently maximize your price. The quality of every stage of the process has a real influence on the final price. A company with an embedded value of 100 could have a poorly managed process meaning that the company is sold for 60, whereas a well-managed M&A process could raise the selling price to 140. More than a 100% difference. The author explains how to maximize every aspect of the selling process. By selling your company you are converting years of work and effort into value and, in a short space of time, you can potentially create or destroy a lot of its value. It is in your hands. This book will help you come out a winner. If you follow the steps laid out in this book, you will be able to say that you have completed an excellent sale. You will have the satisfaction of knowing how to complete the value-creating process that culminates in a magnificent transaction. The first of its kind, this book is a necessary read for any business owner or anybody aiming to sell a company, as well as an important addition to business literature in general. Is a must read for anyone interested in the real side of Mergers & Acquisitions, written by a M&A specialist that has advised in more than 800 deals.

Book Information

File Size: 971 KB

Print Length: 226 pages

Publication Date: January 3, 2013

Sold by: Digital Services LLC

Language: English

ASIN: B00APJGW1C

Text-to-Speech: Enabled

X-Ray: Not Enabled

Word Wise: Enabled

Lending: Not Enabled

Enhanced Typesetting: Not Enabled

Best Sellers Rank: #443,606 Paid in Kindle Store (See Top 100 Paid in Kindle Store) #53

in Kindle Store > Kindle eBooks > Business & Money > Management & Leadership >

Consolidation & Merger #160 in Books > Business & Money > Management & Leadership >

Consolidation & Merger #701 in Kindle Store > Kindle eBooks > Business & Money >

Entrepreneurship & Small Business > Small Business

Customer Reviews

If you are thinking of selling your company and you want to get the best price for it, then you need to read this book. In 'How to sell your business', Enrique Quemada talks naturally with the reader to explain everything there is to know about selling a business: the different stages of a company's life cycle, the sales process, the various parties that play a role in the sale, the many types of investors, the due diligence, the value and price of a company and how to carry out a good negotiation with strategic buyers, with family offices or with private equity groups. This is a must read book. Short and easy read

It's a very good handbook for anyone planning a divestment, and it's written in a language that non-finance professionals easily understand.

I liked this book, I recommend it to business owners and M&A professionals. It has interesting experiences, very easy to read for anyone.

This book lays out comprehensive amount of information in a very logical manner. It's an excellent study aid for selling your company.

A great book with great scope and big vision, Required reading for those who work in the sector, congratulations

Strong and insightful book with concrete examples of how M&A works.

An absolute great read. I only wish I had read this book before I sold my last business. Will certainly

apply all that I learned the next time.

a very good review on setting the scene on how to sell your business, the pitfalls, opportunities and potential solutions.

[Download to continue reading...](#)

How to sell your business: Keys to maximize the price of your company Sell & Re-Sell Your Photos: Learn How to Sell Your Photographs Worldwide Exit Bomb: Why Most Entrepreneurs Can't Sell, Don't Sell Or Sell Their Companies For Peanuts Photography Business: Sell That Photo!: 10 Simple Ways To Make Big Bucks Selling Your Photography Online (how to sell photography, freelance photography, ... to start an online photography business) Sell Your Business and Profit: The Secrets of Maximizing Your Sales Price to Achieve Your Dreams Paleo Recipes: Paleo Recipes for Beginners: 30 Amazing Recipes to Maximize Health (Caveman Diet, Maximize Health, Grain Free, Wheat Free, Dairy Free, Real Food, Detox Recipes, Antioxidants) Sewing to Sell - The Beginner's Guide to Starting a Craft Business: Bonus - 16 Starter Projects à € How to Sell Locally & Online Outstanding Health: The 6 Essential Keys To Maximize Your Energy and Well Being - How To Stay Young, Healthy and Sexy For the Rest of Your Life Business Valuation for Business Owners: Master a Valuation Report, Find the Perfect Business Appraiser and Save Your Company from the Looming Disasters That You Don't Yet Know About Sell Your First Book!: How To Write, Edit, Publish & Sell Your Very First Book On Within 48 Hours From Right Now! Business For Kids: for beginners - How to teach Entrepreneurship to your Children - Small Business Ideas for Kids (How to Start a Business for Kids - Business for children - Kids business 101) EXIT: Prepare Your Company For Sale And Maximize Value Pricing Strategy: Setting Price Levels, Managing Price Discounts and Establishing Price Structures ('001) How to Sell Art to Interior Designers: Learn New Ways to Get Your Work into the Interior Design Market and Sell More Art ESL Business English: The essential guide to Business English Communication (Business English, Business communication, Business English guide) High Paying Clients for Life: A Simple Step By Step System Proven To Sell High Ticket Products And Services (Selling Services: How to sell anything to ... and How to Get Clients for Life Book 1) How to Write Descriptions that Sell Used Books on : Easy Ways to Make More Money Selling Used Books on with Simple Copywriting Templates (Sell Books Fast Online Book 1) ETSY: Complete Beginners Guide To Starting Your Etsy Business Empire - Sell Anything! (Etsy Business, Etsy 101, Etsy Beginners Guide) How to Start a Trucking Company: Your Step-by-Step Guide to Starting a Trucking Company How to Sell at Margins Higher Than Your Competitors : Winning Every Sale at Full Price, Rate, or Fee

[Contact Us](#)

[DMCA](#)

[Privacy](#)

[FAQ & Help](#)