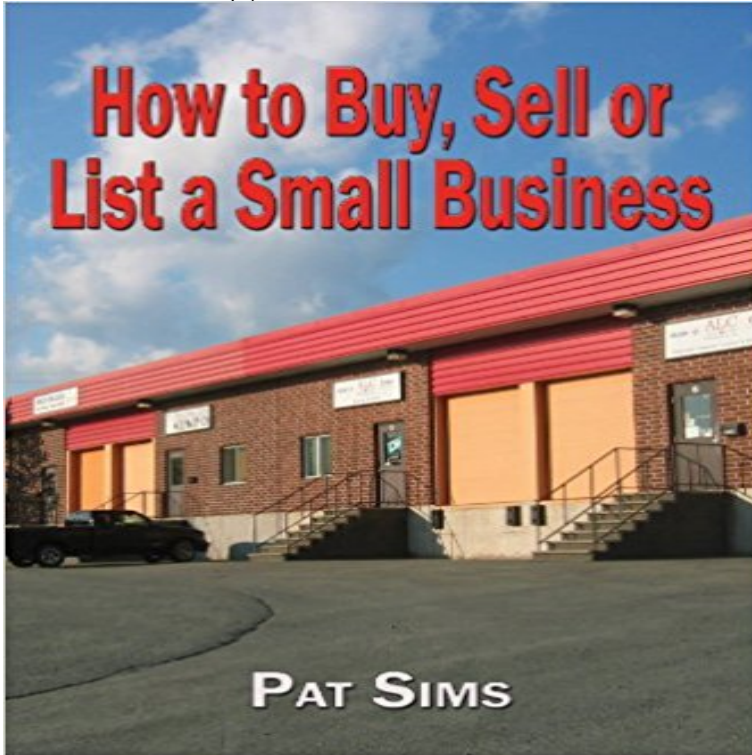


How to Buy, Sell or List a Small Business



For Business Owners who want to sell. For new and experienced Investors and Entrepreneurs. For Realtors who want to list a small business professionally and successfully. In easy-to-understand terms, here are just some of the things you will learn: how to speed up the process by qualifying buyers; that you must determine why the seller is really selling; to prepare a professional sales brochure; and how to set minimum listing requirements. It shows you how appraisals are made using the Return On Investment method and how to prepare the financial information. Here's what you need to ask the professionals - Is it a Sale of Assets or Sale of Shares? What are the tax implications for buyers and sellers? What is the professional opinion of market value? Should the financial statements be reconstructed for sale purposes; how do the Business Ratios look? The steps in the marketing process are explained and include: Disclosure of Financial Statements; Letter of Intent, Deposits; the Offer and the Agreement for Sale; Due diligence; Financing options; Confidentiality; and how to handle unreported cash sales. And there's much more. This information will save you from going down many blind alleys and from many heartaches. These are things you really need to know. Free forms for buyer qualification and entrepreneurs questionnaire.

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sell or buy a business in the UK and how to prepare your business for sale, covering contracts and valuations.

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