



How to Sell a Business

Jason Cross

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Designed to guide the reader through the complex process of selling a company, this volume explains each step and offers advice on the following: how to define what is being sold, the facts that affect the price, how to prepare the business for sale, how to improve the price, the tax implications of a business sale, sales methods, where to go for advice and the negotiating process. It includes a seller's checklist and is illustrated with numerous case studies.

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