

How To Buy Any Business How To Do It Step By Step Become A Millionaire In 365 Days

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How Clients Buy Tom McMakin 2018-03-13 The real-world guide to selling your services and bringing in business *How Clients Buy* is the much-needed guide to selling your services. If you're one of the millions of people whose skills are the 'product,' you know that you cannot be successful unless you bring in clients. The problem is, you're trained to do your job—not sell it. No matter how great you may be at your actual role, you likely feel a bit lost, hesitant, or 'behind' when it comes to courting clients, an unfamiliar territory where you're never quite sure of the line between under- and over-selling. This book comes to the rescue with real, practical advice for selling what you do. You'll have to unlearn everything you know about sales, but then you'll learn new skills that will help you make connections, develop rapport, create interest, earn trust, and turn prospects into clients. Business development is critical to your personal success, and your skills in this area will dictate the course of your career. This invaluable guide gives you a set of real-world best practices that can help you become the rainmaker you want to be. Get the word out and make productive connections Drop the fear of self-promotion and advertise your accomplishments Earn potential clients' trust to build a lasting relationship Scrap the sales pitch in favor of honesty, positivity, and value Working in the consulting and professional services fields comes with difficulties not encountered by those who sell tangible products. Services are often under-valued, and become among the first things to go when budgets get tight. It is now harder than ever to sell professional services, so your game must be on-point if you hope to out-compete the field. *How Clients Buy* shows you how to level up and start winning the client list of your dreams.

How to Buy Any Business How to Do It. Step by Step Sterling Cooper 2009-03-16 This is a step-by-step guide on how to buy any business for yourself, or with your co-workers. Any size of business can be acquired by following the step-by-step guide outlined in the book, by the principals of STERLING COOPER, INC., a consulting firm (www.sterlingcooper.info) who have participated in thousands of acquisitions, valuations, appraisals and financings. The book concentrates on the principle of structuring a LEVERAGED BUYOUT (LBO) for the prospective acquisition and guides the reader to a means of accomplishing the purchase in easy to understand, straight forward terminology, with a daily suggested step-by-step program. This is a great handbook for anyone looking to buy a business. Readers may also contact the author directly for initial advice at no cost. The book is designed both for the first time buyer, with the step by step guidance as to how to buy a business, any business, but it also works well for owner who is interested in making an add-on acquisition and grow his business through acquisitions. The principles are applicable to a small business to run personally or one with hundreds of employees. The book involves some 40 years of acquisition experience and has great stories about real and completed LBO'S (LEVERAGED BUYOUTS) of some well known companies all done on a shoestring budget, using the assets of the acquired companies as the collateral for the loans to acquire the businesses. The book is written to allow even a relatively inexperienced buyer/business owner, to find and to complete the transaction step-by-step. The SterlingCooper firm is available as a total daily step-by-step coach in the entire process if necessary so that you are not out there all alone, trying to just follow the book, but you have a real coach to accomplish the first acquisition. Initial consultation is at no cost to the reader. The entire process is broken down to easy to follow and organized steps what start with describing how the process of structuring an LBO works, and then guides the reader through the individual steps needed to identify the business to be acquired (or acquire the business you now work for by yourself or with other employees). Every step of the process is documented day by day to accomplish the first transaction in a period of 60-90 working days as the optimum result! Since the acquisition process is geared to minimize the funds needed from the buyer and concentrates on using the leverageable assets of the acquired company, the buyer will minimize the use of his own funds...that is the whole basis of a properly structured LBO. You heard the term "OTHER PEOPLE'S MONEY"? A properly structured LBO is the best of use of borrowed funds; the bank's! Banks are very interested in financing a properly structured acquisition since they want to lend money! The book also contains a variety of helpful and ready to use forms and agreements that can be easily used to close the deal including a Draft Stock Purchase Agreement. Most valuable is the INFORMATIONAL QUESTIONNAIRE, which provides all the questions to ask relating to the business, its operations and financial statements, and will be the document you can share with your lenders for

financing. You will be able to evaluate the entire business, its history of operations and intricacies like a pro, without having to spend tens of thousands of dollars on hiring a battery of professionals to do that job for you. The ability to buy a business, literally any business is now in your hands. Depending on your available free capital there is no limit to the possibilities of what can be acquired. You will enjoy reading about the completed opportunistic acquisition of a divestiture, of a 12,000 employee firm, by a motivated seller, a large publicly traded conglomerate, and even provided a line of credit to help with the acquisition! Do not be misguided by spiteful reviews by a former employee that we have not been able to remove its hogwash, call instead

The BizBuySell Guide to Selling Your Small Business Barbara Findlay Schenck 2012-08-21 Produced by BizBuySell, the Internet's largest marketplace for businesses for sale, and written in conjunction with Small Business Strategist, Barbara Findlay Schenck, author of best-selling business books including *Selling Your Business For Dummies*, this guide provides a comprehensive overview of the small business sales process including actionable advice and step-by-step instructions to help maximize selling success.

Business Valuation For Dummies Lisa Holton 2015-09-15 Buying or selling a business? Acquire the tools and learn the methods for accurate business valuation Business valuation is the process of determining the value of a business enterprise or ownership interest. *Business Valuation For Dummies* covers valuation methods, including advice on analyzing historical performance, evaluating assets and income value, understanding a company's financial statements, forecasting performance; estimating the cost of capital; and cash flow methods of valuation. Written in plain English, this no-nonsense guide is filled with expert guidance that business owners, managers at all levels, investors, and students can use when determining the value of a business. It contains a solid framework for valuation, including advice on analyzing historical performance, evaluating assets and income value, understanding a company's financial statements, estimating the cost of capital, business valuation models, and how to apply those models to different types of businesses. *Business Valuation For Dummies* takes you step-by-step through the business valuation process, explaining the major methods in an easy-to-understand manner with real-world examples. Inside you'll discover: The value of business valuation, including when it's necessary The fundamental methods and approaches to business valuation How to read a valuation report and financial statements The other players in the valuation process How to decide you're ready to sell - and the best time to do so The three stages of due diligence: the meet and greet; the hunting and gathering; the once-over How to decide you're ready to buy - and find the right business for you What due diligence means on the buying side of things When to call in the experts: divorce; estate planning and gifting; attracting investors and lenders This is an essential guide for anyone buying a business, selling a business, participating in a merger or acquisition, or evaluating for tax, loan, or credit purposes. Get your copy of *Business Valuation For Dummies* to get the information you need to successfully and accurately place a value on any business.

Buying a Franchise Better Business Bureau 2007 The investment required to license a franchise is a substantial sum. The results can be tremendously lucrative, providing both financial and professional independence, but there are also plenty of potential pitfalls. Better Business Bureau's *Buying a Franchise: Insider's Guide to Success* is packed with essential information, including worksheets, checklists, and charts. Experienced entrepreneurs from the Better Business Bureau guide investors from selecting a franchise to negotiating a contract to techniques for managing a profitable business.

[A Guide to Buying a Business the Right Way](#) Corey Bricker 2017-03-13 "This book is an absolute MUST READ if you're thinking about buying a business. If you want to buy a business, you have to ask yourself some tough questions and make sure you are not basing your decision on your emotions. After reading this book you will feel more informed and confident in your decisions and you will be armed with the facts that you need to know." You need to protect yourself financially in this type of acquisition. Some basics we cover include: - Discovering your motives for buying a business - EXPERT opinions & advice from seasoned business brokers - Count the Cost before you get in over your head! - Tips for success when buying a business - Numbers and stuff. What to look for in the financials! - How much money up front? - How long will it take? - Keeping records - Checking the facts - Financing and loans - Seller Financing - Do you have the skills? - The joys of owning a business! - Yes, you can do it! This is just a short list of what you are about to learn in this amazing little guide! First off, a little bit about ourselves: my brother Alex and I came up with an idea to build a "Businesses for Sale" type of website. So we purchased the domain name www.for-sale-businesses.com. Instead of throwing a website together and hoping it sticks, we thought that if we were going to do this, we wanted to add value by finding out just what buyers of businesses are seeking. I was hesitant at first, but knew we should "do something different." We started to build upon free accounts, learning through trial and error what brokers, sellers, and buyers want. We are still learning. This book is designed to give you, as a buyer, some good "hands on" information when buying a new business. It includes business broker tips and hearing what they have to say about buying a business. The reason why we based this guidebook on broker interviews is because of their vast experience and knowledge when it comes to mergers and acquisitions. This short and easy to read compilation of information is sure to get your feet set on the right path before you invest your life savings and go head long into the purchase of a new or existing business. We are going to teach you right away some of the most important things you absolutely need to know in order to avoid making any major financial mistakes as you begin this process. If this is your first time deciding you want to own and operate a business, this simple guide will give you a framework for success. It is based on interviews with business brokers throughout the United States, ranging from different financial and business expertise. It is my hope and desire that you will think clearly and carefully about these concepts as you consider buying a business. It may save you time and frustration instead of doing it the "hard way." This is

intended to help you avoid any pitfalls and unnecessary failures. The brokers and their information are referenced in the appendix. So go ahead and download the book now with one click and enjoy. To your success, Corey

[How to Buy And/or Sell a Small Business for Maximum Profit](#) Rene V. Richards 2013 How to Buy and/or Sell a Small Business for Maximum Profit 2nd Edition is geared toward the budding entrepreneur who wants to buy or sell a small business. Topics covered include: finding and evaluating a business to buy and/or sell, performing due diligence, how to value a business, raising the necessary capital, evaluating a business financial condition using discounted cash flow, excess earnings, asset value, and income capitalization, brokers, leveraged buyouts, letters of intent, legal and tax concerns, and contracts. How do you decide what kind of business suits you? How do you find the money to get started? How do you determine what your business or the business you hope to purchase is worth? How to Buy and/or Sell a Small Business for Maximum Profit 2nd Edition will help you answer these fundamental questions. The book provides a road map of suggestions, insights, and techniques for both buyers and sellers. It covers the entire selling process step-by-step from making the decision of when to sell or buy, through determining how to market the company, to understanding the various legal and financial documents involved in a sale, and on to closing the deal and handling the transition afterwards. In addition, it contains the personal stories of numerous small business owners, their motivations, their challenges, and their rewards. The companion CD-ROM is included with the print version of this book; however is not available for download with the electronic version. It may be obtained separately by contacting Atlantic Publishing Group at sales@atlantic-pub.com Atlantic Publishing is a small, independent publishing company based in Ocala, Florida. Founded over twenty years ago in the company president's garage, Atlantic Publishing has grown to become a renowned resource for non-fiction books. Today, over 450 titles are in print covering subjects such as small business, healthy living, management, finance, careers, and real estate. Atlantic Publishing prides itself on producing award winning, high-quality manuals that give readers up-to-date, pertinent information, real-world examples, and case studies with expert advice. Every book has resources, contact information, and web sites of the products or companies discussed.

How to Buy or Sell a Business: Questions You Should Ask and How to Get the Best Price Don Lunny 2014-05-14

HBR Guide to Buying a Small Business Richard S. Ruback 2017-01-17 Are you looking for an alternative to a career path at a big firm? Does founding your own start-up seem too risky? There is a radical third path open to you: You can buy a small business and run it as CEO. Purchasing a small company offers significant financial rewards—as well as personal and professional fulfillment. Leading a firm means you can be your own boss, put your executive skills to work, fashion a company environment that meets your own needs, and profit directly from your success. But finding the right business to buy and closing the deal isn't always easy. In the HBR Guide to Buying a Small Business, Harvard Business School professors Richard Ruback and Royce Yudkoff help you: Determine if this path is right for you Raise capital for your acquisition Find and evaluate the right prospects Avoid the pitfalls that could derail your search Understand why a "dull" business might be the best investment Negotiate a potential deal with the seller Avoid deals that fall through at the last minute

Buy a Business Using Its Own Cash: Buy a Profitable Business Instead Using Other People's Money (OPM) Mike Warren 2020-06-18 You can buy a business without using any of your own cash. This is a reality, not a fantasy. The art of flipping a business-while still not using your own money(no money) Why struggle with a startups? You can buy an already profitable business with everything in place including profit. And, you can do it with other People's Money (OPM). Don't let a lack of cash get in the way of buying your first businesses. Becoming a "Business Buying Machine" ensures that you don't get sucked into doing the work yourself! Why would The author Mike Warren "The Man with the Midas Touch," who turns small companies into gold be willing to share these strategies and secrets with you ? He is actively looking for partners to do business deals with. And he has figured out a way to tap a virtually unknown market by dealing with businesses for sale or companies that need just a little bit of help. The information you are about to learn in this book will show you how easy it is to find and negotiate to buy a business using none of your own cash. Once you see how easy it is to buy a business, you will discover that you can sell for 3x more than the business is worth today. Inside, you'll discover (secrets revealed in this book): An overview of seven different strategies to find your business purchase Step to follow to negotiate a successful deal with the seller How to make financing a walk in the park how to apply seven different strategies using Other People's Money (OPM) How to laugh all the way to the bank taking over sick companies with no cash out of your pocket How to find the best no-money down deals even though you never see them advertised How to buy an existing profitable business, but, with other people's money (OPM) from scratch and how to flip it how to buy a company with no money down, with no credit, or without running it as a full-time job How to acquire multiple cash-generating businesses from "don't want 'er" owners and turn it into cash for yourself to be able to make a lot of money All the techniques for taking over troubled companies for pennies on the dollar and flipping them to sell for a substantial profit once you get them back on their feet How you can go through the process, including finding a business and buying a business, structuring a deal and then, ultimately, getting yourself a high profit payday A unique way of acquiring businesses using a leveraged buyout (LBO) technique, which is similar to the no money down techniques that real investors use The difference on a business deal. When I go out and I buy a business Techniques, revolutionary strategies that are simple, proven, easy to copy Ethical ways of creating more cash and cash flow to put into your bank account on a monthly basis How you can get rid of the boring job, being your own boss, and having a business that provides a six or seven figure income each year to support the lifestyle you want--allowing you to do the things you want to do Get a

percentage of a big payday at the end or get more cash on a monthly basis and ignore the payday at the end How to work less and make more Case studies with actual proof Copy and repeat It''s never too late to start your business buying empire. the strategies in this book will permanently change your approach to buying and selling businesses **BONUS:** Free audio download and access to multiple case studies so you can see exactly how people have found their deals, funded them and grown them. Learn from different people and industries to prove that anyone , regardless of experience can get their first 7-figure business using other peoples money (OPM). Get Started Now and Take first step today! Scroll up and click the "Buy Now" button.

Buy Your Own Business With Other People's Money Robert A. Cooke 2014-10-21 Most entrepreneurs interested in buying a business naturally assume they need large amounts of cash to work a deal. In fact, there are other ways to fund an entrepreneurial venture, particularly through seller financing. This simple, straightforward guide covers every possible source of financing available for wannabe business owners, how to deal with sellers, and how to use asset financing, selling equity, and asset protection. Buy Your Own Business with Other People's Money shows that you don't have to be rich to buy a business; you just need to be creative in financing your new business. For everyone who dreams of owning a business one day, this book has the answers.

Dummies Guide To Buying A Business Carroll Nettles 2021-05-26 Starting from scratch isn't the only way to get started. Buying an existing business can help you hit the ground running. However, you will need to put time and effort into finding the business that's right for you. Also, the costs involved in buying an existing business can be substantial and should not be underestimated. This guide takes you through the steps of buying an existing business, including how to assess and value a business and your obligations to any existing staff. This book will discuss the advantages and disadvantages of taking on an existing business, as well as the steps you will need to follow in order to do it successfully.

Warren Buffet Is Not Smarter Than You! Sterling Cooper 2016-01-28 This is a step-by-step guide on how to buy any business for yourself, or with your co-workers. Any size of business can be acquired by following the step-by-step guide outlined in the book, by the principals of STERLING COOPER, INC., a consulting firm (www.sterlingcooper.info) who have participated in thousands of acquisitions, valuations, appraisals and financings. The book concentrates on the principle of structuring a LEVERAGED BUYOUT (LBO) for the prospective acquisition and guides the reader to a means of accomplishing the purchase in easy to understand, straight forward terminology, with a daily suggested step-by-step program. This is a great handbook for anyone looking to buy a business. Readers may also contact the author directly for initial advice at no cost. The book is designed both for the first time buyer, with the step by step guidance as to how to buy a business, any business, but it also works well for owner who is interested in making an add-on acquisition and grow his business through acquisitions. The principles are applicable to a small business to run personally or one with hundreds of employees. The book involves some 40 years of acquisition experience and has great stories about real and completed LBO'S (LEVERAGED BUYOUTS) of some well known companies all done on a shoestring budget, using the assets of the acquired companies as the collateral for the loans to acquire the businesses. The book is written to allow even a relatively inexperienced buyer/business owner, to find and to complete the transaction step-by-step. The SterlingCooper firm is available as a total daily step-by-step coach in the entire process if necessary so that you are not out there all alone, trying to just follow the book, but you have a real coach to accomplish the first acquisition. Initial consultation is at no cost to the reader. The entire process is broken down to easy to follow and organized steps what start with describing how the process of structuring an LBO works, and then guides the reader through the individual steps needed to identify the business to be acquired (or acquire the business you now work for by yourself or with other employees). Every step of the process is documented day by day to accomplish the first transaction in a period of 60-90 working days as the optimum result! Since the acquisition process is geared to minimize the funds needed from the buyer and concentrates on using the leverageable assets of the acquired company, the buyer will minimize the use of his own funds...that is the whole basis of a properly structured LBO. You heard the term "OTHER PEOPLE'S MONEY"? A properly structured LBO is the best of use of borrowed funds; the bank's! Banks are very interested in financing a properly structured acquisition since they want to lend money! The book also contains a variety of helpful and ready to use forms and agreements that can be easily used to close the deal including a Draft Stock Purchase Agreement. Most valuable is the INFORMATIONAL QUESTIONNAIRE, which provides all the questions to ask relating to the business, its operations and financial statements, and will be the document you can share with your lenders for financing. You will be able to evaluate the entire business, its history of operations and intricacies like a pro, without having to spend tens of thousands of dollars on hiring a battery of professionals to do that job for you. The ability to buy a business, literally any business is now in your hands. Depending on your available free capital there is no limit to the possibilities of what can be acquired. You will enjoy reading about the completed opportunistic acquisition of a divestiture, of a 12,000 employee firm, by a motivated seller, a large publicly traded conglomerate, and even provided a line of credit to help with the acquisition! You may contact the author directly at no cost for a quick coaching to get started! **BONUS INCLUDED!**

How to Buy a Good Business with Little Or None of Your Own Money Lionel Haines 1987 Tells how to evaluate a business, structure, finance, and negotiate a deal, and operate the business successfully during the first year of transition

The Complete Guide to Buying a Business Fred S. Steingold 2015-07-01 Takes readers from thinking, "Hmm, should I buy a business?" right through the process of choosing, investigating, and entering into a legal contract to do so.

How to Sell Anything to Anybody Joe Girard 2006-02-07 "The world's greatest salesman" reveals the spectacular selling principles that have brought him to the top of his profession as he offers helpful advice on how to develop customer profiles, how to turn a prospect into a buyer, how to close the deal, and how to establish a long-term relationship with one's customers. Reprint. 25,000 first printing.

Here's the Deal Joel Ankney 2017-01-30 A seasoned business lawyer teaches you about the process of buying a small business. Learn about what happens before, during, and after the closing of the deal. Learn what typical purchase agreement provisions mean. Educating yourself about the process, what to expect, and how to resolve common issues can help reduce stress, save time, and save on legal fees.

Built to Sell John Warrillow 2011-04-28 According to John Warrillow, the number one mistake entrepreneurs make is to build a business that relies too heavily on them. Thus, when the time comes to sell, buyers aren't confident that the company—even if it's profitable—can stand on its own. To illustrate this, Warrillow introduces us to a fictional small business owner named Alex who is struggling to sell his advertising agency. Alex turns to Ted, an entrepreneur and old family friend, who encourages Alex to pursue three criteria to make his business sellable: * Teachable: focus on products and services that you can teach employees to deliver. * Valuable: avoid price wars by specializing in doing one thing better than anyone else. * Repeatable: generate recurring revenue by engineering products that customers have to repurchase often.

Business Buying Strategies Jonathan Jay 2019-11-18 If you're in business you probably have three challenges: You want to grow - but have hit a plateau. You want to reach your goals faster. You want to do this with less stress and hassle... Buying a business can solve all three of these problems: You can grow your business in leaps and bounds by acquiring similar businesses, competitors or your supply chain. You can literally double your annual sales in twelve weeks. You will get where you want to go faster - in months rather than years. You will do this with less stress as others will manage the business for you. This book will help you shift from thinking like an 'operator' to thinking like a 'dealmaker'. As a result you will have a larger, more profitable business which can be sold for more money, faster. JONATHAN JAY is an experienced dealmaker, buying and selling businesses for over twenty years. Dealmaking transformed Jonathan from a business 'operator' working long hours for little reward, to a multimillionaire. He is still actively investing and coaches and mentors others to do the same. I have just completed The Dealmakers Academy Mastermind Programme with Jonathan Jay. This has been a fast-paced year of exponential group learning, ably led by Jonathan, a seasoned authority in the buying and selling of businesses in a variety of different sectors. His facilitation and delivery of the programme has been eloquent and effusive and he has generously shared his 'secret sauce' for nimbly and ethically negotiating and constructing business deals with very little money down! I highly recommend Jonathan and this programme to anyone who wants to take business entrepreneurship to the next level! I very much look forward to working with Jonathan in the future! Dr Andrew Greenland

Ask Ryan Levesque 2019-07-02 The go-to guide for small-business owners and entrepreneurs to discover exactly what consumers want to buy and how to get it to them. As a small-business owner, entrepreneur, or marketer, are you absolutely certain that you know what your customer wants? And even if you know what your customer wants, are you sure that you are able to clearly communicate that you offer the exact thing that they are seeking? In this best-selling book, Ryan Levesque lays out his proven, repeatable, yet slightly counterintuitive, methodology for understanding the core wants and motivations of your customer. Levesque's Ask Method provides a way to discover what customers want to buy by guiding them through a series of questions and customizing a solution from them so they are more likely to purchase from you. And all through a completely automated process that does not require one-on-one conversations with every single customer. The Ask method has generated over \$100 million in online sales across 23 different industries and counting. Now it is your turn to use it to create a funnel, skyrocket your online income, and create a mass of dedicated fans for you and your company in the process.

Strategies for Successfully Buying Or Selling a Business Russell L. Brown 1997-01 This text covers every aspect of buying and selling a business. It describes an easy five-step method to valuing any business, lays out the buyer's and seller's responsibilities, advises on the best time to sell a business, and gives the pros and cons of using business brokers. The text describes the all-important 3-step negotiation process, and essential franchise considerations.

Selling Your IT Business Robert J. Chalfin 2013-05-06 "For close to twenty years I have observed Mr. Chalfin helping owners, business advisors, and students get a grip on the slippery issues of selling a business. This book is a valuable distillation of his expertise." --Ian MacMillan, Dhirubhai Ambani Professor of Innovation and Entrepreneurship The Wharton School, University of Pennsylvania "Bob provided us with valuable outside perspective while we prepared our business for sale and during the sale process. His book is an excellent guideline for business owners thinking about selling their company." --Steve Gerlicher, Entrepreneur "Bob Chalfin's experience and intellect make this book essential reading for IT business owners. Provides thoughtful analysis and practical advice invaluable to anybody who is even considering selling their business." --Louis W. Fryman, Esq. Chairman Emeritus Fox Rothschild LLP "Bob Chalfin brings unparalleled experience to developing and executing these transactions. His insights are tempered by years of formulating these deals and then describing the methods to hundreds of students at The Wharton School." --Stephen M. Sammut Senior Fellow, Wharton Entrepreneurial Programs Managing Director, Burrill International "This book covers all the bases for someone selling an IT (or really any) business. The observations on buyer motivations are particularly insightful." --Mark Goodwin Executive Vice President and Chief Operating Officer Pioneer Investments

Franchise Bible Rick Grossmann 2017-01-10 This proven, popular reference has been completely updated to better guide readers through the current franchise environment. Real-life examples of both service- and

product-oriented franchises and useful checklists prevent mistakes and save time and money. Contact information for state and federal franchising regulatory agencies and a listing of useful publications guide new franchisees to the resources they need.

The Lifestyle Business Owner Aaron Muller 2018-01-04 The Lifestyle Business Owner reveals how ordinary people can buy a small business in their community, earn a six-figure income, and make the business run without them. Aaron Muller, founder of Lifestyle Business Owner Academy, reveals the 3-step formula he utilized to go from a kid who didn't attend college to the owner of eight companies that run without him. Now it's your turn to discover the secrets to owning a business that gives you the financial freedom, lifestyle, and contribution you desire.

How to Buy a Business without Being Had Jack (John V. M.) Gibson 2017-02-06 Gain access to practical tips and case studies that will help you evaluate how to buy a business and maximize your success as an entrepreneur. Before you start wading through the process of buying a business, it is imperative that you learn how to tell the good ones from the bad ones. John (Jack) Gibson, who has been helping buyers and sellers for more than thirty years, explains why some buyers and some businesses make a good fit. Learn how to value, negotiate and then buy a business and come out a winner. All you need to know to buy with confidence is clearly spelled out. "Before leaping into the arena, read Jack Gibson's book. He has poured into it many years of relevant experience as both business owner and broker." - Michael Haviland, MPA, Ed.D, Denver "I founded and sold two businesses over my career. I wish this book had been available to better prepare me to guide the buyers through the tough questions they needed to ask." - Donald Mathews, Ph.D, Professor of Marketing

How to Buy a Small Business and Let the Government Finance It Robert E. Seng 2009-12

Buy a Business Close to Home Bill Smith 2002-10 This book will show how to go from being a dreamer on the sidelines to being an informed buyer with a plan. For those who really want to get out of the corporate rat race and take charge of their financial future this book will show them how.

How to Buy a Business With Little or No Money Down Ade Asefeso MCIPS MBA 2015-08-30 Many smart entrepreneurs prefer to buy an existing business instead of beginning a new one. Buying a business that is already operational will bring many benefits, including an already established product or service, well trained staff who know the business and enough success to have kept the company afloat for a period of time. Not having any money to purchase the business will not necessarily keep you from buying it. Banks have been tightening their commercial lending standards in the last few years, but you can still find the funding necessary to purchase a business without using your own money. If you were born with that "entrepreneurial spark" in your eye, then no economist or banker is going to keep you from starting a business. While many analysts may say that it's not a good time to become a business owner, others have found that buying a business with no money is suddenly a possibility.

Leveraged Buyout of Any Business, Step by Step Sterling Cooper 2014-12-12 This is a step-by-step guide on how to buy any business for yourself, or with your co-workers. Any size of business can be acquired by following the step-by-step guide outlined in the book, by the principals of STERLING COOPER, INC., a consulting firm (www.sterlingcooper.info) who have participated in thousands of acquisitions, valuations, appraisals and financings. The book concentrates on the principle of structuring a LEVERAGED BUYOUT (LBO) for the prospective acquisition and guides the reader to a means of accomplishing the purchase in easy to understand, straight forward terminology, with a daily suggested step-by-step program. This is a great handbook for anyone looking to buy a business. Readers may also contact the author directly for initial advice at no cost. The book is designed both for the first time buyer, with the step by step guidance as to how to buy a business, any business, but it also works well for owner who is interested in making an add-on acquisition and grow his business through acquisitions. The principles are applicable to a small business to run personally or one with hundreds of employees. The book involves some 40 years of acquisition experience and has great stories about real and completed LBO'S (LEVERAGED BUYOUTS) of some well known companies all done on a shoestring budget, using the assets of the acquired companies as the collateral for the loans to acquire the businesses. The book is written to allow even a relatively inexperienced buyer/business owner, to find and to complete the transaction step-by-step. The SterlingCooper firm is available as a total daily step-by-step coach in the entire process if necessary so that you are not out there all alone, trying to just follow the book, but you have a real coach to accomplish the first acquisition. Initial consultation is at no cost to the reader. The entire process is broken down to easy to follow and organized steps what start with describing how the process of structuring an LBO works, and then guides the reader through the individual steps needed to identify the business to be acquired (or acquire the business you now work for by yourself or with other employees). Every step of the process is documented day by day to accomplish the first transaction in a period of 60-90 working days as the optimum result! Since the acquisition process is geared to minimize the funds needed from the buyer and concentrates on using the leverageable assets of the acquired company, the buyer will minimize the use of his own funds...that is the whole basis of a properly structured LBO. You heard the term "OTHER PEOPLE'S MONEY"? A properly structured LBO is the best of use of borrowed funds; the bank's! Banks are very interested in financing a properly structured acquisition since they want to lend money! The book also contains a variety of helpful and ready to use forms and agreements that can be easily used to close the deal including a Draft Stock Purchase Agreement. Most valuable is the INFORMATIONAL QUESTIONNAIRE, which provides all the questions to ask relating to the business, its operations and financial statements, and will be the document you can share with your lenders for financing. You will be able to evaluate the entire business, its history of operations and intricacies like a pro, without having to spend tens of thousands of dollars on hiring a battery of professionals to do that job for you. The ability to buy a business, literally any business is now in your hands.

Depending on your available free capital there is no limit to the possibilities of what can be acquired. You will enjoy reading about the completed opportunistic acquisition of a divestiture, of a 12,000 employee firm, by a motivated seller, a large publicly traded conglomerate, and even provided a line of credit to help with the acquisition! You may contact the author directly at no cost for a quick coaching to get started! BONUS INCLUDED!

Millionaire in 52 Weeks, Step by Step How to Buy Any Business Sterling Cooper 2014-11-28 Want to become a millionaire? Do you know how to accomplish that in 52 weeks or less? It is not only possible, but by following this specific advice you can do it! This is not some house flipping, or pyramid sales scheme. It is a simple to follow method of acquiring the business you work for now, or another business, by yourself or with your co-workers or family members or business associates. The book is written by a veteran of buyouts of all types and also has interesting history of how he did it, and you can do it too. This is a step by step guide on how to become a millionaire in 52 weeks or less by buying a business, large or small by yourself or with friends, business partners or associates. The author also provides no cost initial consultation to get the process started. This book is written in easy to understand step by step descriptions of each step to accomplish the ultimate goal of acquiring a business of your own. This is not how to start a business, but a guide to acquire an ongoing established business. The book is also a great guide for acquiring an add-on acquisition for a business owner who has never bought one. Step by step, the book takes the reader through all the necessary functions of locating a target business, establishing a price for it, structuring the purchase and financing it to finish the deal. There are even all the forms you might need related to the purchase such as a due diligence checklist, and even a draft of a Purchase Agreement to use in your deal. yes, you can become a millionaire by owning your own business, and this step by step explanation in easy to read and understand terms is for you. You do not have to be an experienced investment banker to understand the process of finding, structuring a purchase price and financing the purchase. Just follow the book, step by step and feel free to consult with the author too. The process can not be any easier to follow.

Buying a Business to Secure Your Financial Freedom Edward T. Pendarvis 2005-01-07 The low-risk secret to a high-pro fit business--a perfect primer for first-time entrepreneurs More and more people are leaving their jobs and investing in small businesses--today's leading job growth opportunity. But isn't it risky? Not with Ed Pendarvis, whose business brokerage firm was rated #1 by Entrepreneur magazine. Once investors learn how to find and evaluate the right kind of business, the risks can be reduced--and profits dramatically increased. The secret lies in valuing and purchasing an already existing small business or franchise, one with a proven track record and potential for continued success. With this simple motivational guide, even a first-time entrepreneur can learn how to: Locate a business Negotiate a price Complete a sale Protect an investment Finance the future Achieve true financial freedom

Buying a Business That Makes You Rich John Martinka 2013-02-01 John Martinka is known as The Escape Artist because of the work he does helping executives escape the corporate world by buying the right business the right way.

Buy a Business, Step by Step Guide to Becoming a Millionaire in 365 Days Sterling Cooper 2015-03-10 This is a step-by-step guide on how to buy any business for yourself, or with your co-workers. Any size of business can be acquired by following the step-by-step guide outlined in the book, by the principals of STERLING COOPER, INC., a consulting firm (www.sterlingcooper.info) who have participated in thousands of acquisitions, valuations, appraisals and financings. The book concentrates on the principle of structuring a LEVERAGED BUYOUT (LBO) for the prospective acquisition and guides the reader to a means of accomplishing the purchase in easy to understand, straight forward terminology, with a daily suggested step-by-step program. This is a great handbook for anyone looking to buy a business. Readers may also contact the author directly for initial advice at no cost. The book is designed both for the first time buyer, with the step by step guidance as to how to buy a business, any business, but it also works well for owner who is interested in making an add-on acquisition and grow his business through acquisitions. The principles are applicable to a small business to run personally or one with hundreds of employees. The book involves some 40 years of acquisition experience and has great stories about real and completed LBO'S (LEVERAGED BUYOUTS) of some well known companies all done on a shoestring budget, using the assets of the acquired companies as the collateral for the loans to acquire the businesses. The book is written to allow even a relatively inexperienced buyer/business owner, to find and to complete the transaction step-by-step. The SterlingCooper firm is available as a total daily step-by-step coach in the entire process if necessary so that you are not out there all alone, trying to just follow the book, but you have a real coach to accomplish the first acquisition. Initial consultation is at no cost to the reader. The entire process is broken down to easy to follow and organized steps what start with describing how the process of structuring an LBO works, and then guides the reader through the individual steps needed to identify the business to be acquired (or acquire the business you now work for by yourself or with other employees). Every step of the process is documented day by day to accomplish the first transaction in a period of 60-90 working days as the optimum result! Since the acquisition process is geared to minimize the funds needed from the buyer and concentrates on using the leverageable assets of the acquired company, the buyer will minimize the use of his own funds...that is the whole basis of a properly structured LBO. You heard the term "OTHER PEOPLE'S MONEY"? A properly structured LBO is the best of use of borrowed funds; the bank's! Banks are very interested in financing a properly structured acquisition since they want to lend money! The book also contains a variety of helpful and ready to use forms and agreements that can be easily used to close the deal including a Draft Stock Purchase Agreement. Most valuable is the INFORMATIONAL QUESTIONNAIRE, which provides all the questions to ask relating to the business, its operations and financial statements, and will be the document you can share with your

lenders for financing. You will be able to evaluate the entire business, its history of operations and intricacies like a pro, without having to spend tens of thousands of dollars on hiring a battery of professionals to do that job for you. The ability to buy a business, literally any business is now in your hands. Depending on your available free capital there is no limit to the possibilities of what can be acquired. You will enjoy reading about the completed opportunistic acquisition of a divestiture, of a 12,000 employee firm, by a motivated seller, a large publicly traded conglomerate, and even provided a line of credit to help with the acquisition!

How to Buy Or Sell Any Business Matt Buchel 2011-11-01 Everything you need to know about buying or selling a business. Step-by-step guide to dealing with the seller, valuation of business, raising funds and closing the deal. Plus, sample documents like Letter of Intent, Purchase Agreement, Bill of Sale of Business.

Buy Then Build Walker Deibel 2018-10-20 Entrepreneurs have a problem: startups. Almost all startups either fail or never truly reach a sustainable size. Despite the popularity of entrepreneurship, we haven't engineered a better way to start. ...Until now. What if you could skip the startup phase and generate profitable revenue on day one? In *Buy Then Build*, acquisition entrepreneur Walker Deibel shows you how to begin with a sustainable, profitable company and grow from there. You'll learn how to: ? Buy an existing company rather than starting from scratch? Use ownership as a path to financial independence? Spend a fraction of the time raising capital? Find great brokers, generate your own "deal flow," and see new listings early? Uncover the best opportunities and biggest risks of any company? Navigate the acquisition process? Become a successful acquisition entrepreneur? And more! *Buy Then Build* is your guide to outsmart the startup game, live the entrepreneurial lifestyle, and reap the financial rewards of ownership now.

Buy a Business (For Very Little Cash) Joseph R. Mancuso 1991-06-01

How to Create Lifetime Customers Suresh May 2014-07-18 Imagine doing a \$1.8 Million product launch in as little as seven days. Imagine easily getting a new affluent customer and having them gladly pay you month after month. Imagine your current and past customers frequently sending you their friends and family members to become your new clients. If getting and keeping new customers are the biggest problems in your business, solving that problem has never been easier. Whether your dream is profiting from the boom in mobile and internet sales, selling high priced products, creating predictable monthly revenue, or learning the secrets to keep customers buying from you for decades, this book is your blueprint. Order a copy now and watch your business quickly go through a period of rapid, transformational growth. Everything you desire can be yours, you simply have to take this first step. Grab your copy today!

Buying and Selling a Business Garrett Sutton 2013-02-28 *Buying and Selling a Business* reveals key strategies used to sell and acquire business investments. Garrett Sutton, Esq. is a best selling author of numerous law for the layman books, and he guides the reader clearly through all of the obstacles to be faced before completing a winning transaction. "Buying and Selling a Business" uses real life stories to illustrate how to prepare your business for sale, analyze acquisition candidates and assemble the right team of experts. The book also clearly identifies how to understand the tax issues of a business sale, how to use confidentiality agreements to your benefit and how to negotiate your way to a positive result. Robert Kiyosaki, the best selling author of *Rich Dad/Poor Dad* has this to say about *Buying and Selling a Business*, "Garrett Sutton's information is priceless for anyone who wants to increase his or her knowledge of the often secret world of the rich, what the rich invest in, and some of the reasons why the rich get richer." *Buying and Selling a Business* is a timely business book for our times.

Buy A Profitable Business With 0\$ Of Your Own Money Ward Fluke 2021-03-06 "Have you ever thought about buying a business without using your own money?" Buying a business with 0\$ of your own seems impossible but with this amazing book, we will make it true! With this book, you can buy an already profitable business with everything in place including profit. And, you can do it with Other People's Money (OPM) with no money down techniques. Don't let a lack of cash get in the way of buying your first businesses. The information you are about to learn in this book will show you how easy it is to find and do a real estate negotiation to buy a business using none of your own cash. Once you see how easy it is to buy any type of business, you will discover that you can sell any type of business for 3x more than the business is worth today. Inside, you'll discover (secrets revealed in this book): An overview of seven different strategies to find your business purchase Step to follow to negotiate a successful deal with the seller How to make financing a walk in the park How to apply seven different strategies using Other People's Money (OPM) How to laugh all the way to the bank taking over sick companies with no cash out of your pocket How to buy a company with no money down, with no credit, or without running it as a full-time job How to acquire multiple cash-generating businesses from "don't want 'er" owners and turn it into cash for yourself to be able to make a lot of money All the techniques for taking over troubled companies for pennies on the dollar and flipping them to sell for a substantial profit once you get them back on their feet How you can go through the process, including finding a business and buying a business, structuring a deal, and then, ultimately, getting yourself a high-profit payday A unique way of acquiring businesses using a leveraged buyout (LBO) technique, which is similar to the no money down techniques that real investors use Ethical ways of creating more cash and cash flow to put into your bank account on a monthly basis How you can get rid of the boring job, being your own boss, and having a business that provides a six or seven figure income each year to support the lifestyle you want--allowing you to do the things you want to do How to work less and make more Case studies with actual proof Copy and repeat And more! It's never too late to start your business buying empire. the strategies and no money down techniques in this best business books of all time will permanently change your approach to buying and selling businesses Get this book and take your first step RIGHT NOW!

How and Why to Franchise Your Business Michael A. Peterson 2016-12-26 This book was written with the would-be franchisor in mind. It delves deeply into such topics as preparing to become a franchisor, the legal repercussions of franchising, how to recruit the right candidates, and how to manage a franchise system. This book will guide you in building a successful team of experts to help you create the stellar franchise brand that you dream of!

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