



Buying and Selling Businesses: Including Forms, Formulas and Industry Secrets (Hardback)

By William W. Bumstead

John Wiley and Sons Ltd, United States, 1998. Hardback. Book Condition: New. 231 x 157 mm. Language: English . Brand New Book. Must reading for business sellers, buyers, and the professionals who serve them The secret of success in any business venture is in the details. In Buying and Selling Businesses, a remarkably successful business consultant supplies you with all the details you ll need to expand your professional practice into this booming market. Bill Bumstead covers everything from business valuation to closing the deal and gives you lots of tips on marketing your services, dealing with buyers and sellers, and avoiding the industry s many pitfalls. This indispensable guide: Provides practical strategies for marketing intermediary services to buyers and sellers of businesses Shows you how to combine the business of buying with the business of selling Supplies numerous sample checklists and forms Helps you work effectively with buyers and sellers Includes an extensive glossary and an industry resource list. MA mania is back! U.S. business sales are booming once again--some say annual volume now exceeds \$400 billion. With the majority of these sales involving businesses priced below \$1 million, opportunities abound for professionals who want to expand their practices...



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