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Soggetti	Sale of business enterprises Business enterprises - Finance
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Nota di contenuto	Business Exit Planning; Contents; Preface; Acknowledgments; Disclaimer; Foreword; Introduction: The Challenge of Exiting Your Business; THREE OVERARCHING THEMES; A FEW WORDS OF ADVICE; PART One: Business Exit Planning; CHAPTER 1: An Introduction to Business Exit Planning; CHAPTER 2: Begin with the Endgame in Sight; CHAPTER 3: Exit Options; CHAPTER 4: Building Your Team to Assist Your Exit; CHAPTER 5: Building a Business with Sustainable Value; CHAPTER 6: Business Plan and Valuation; CHAPTER 7: Tax Planning, Estate Planning and Insurance; CHAPTER 8: Finalizing Your Exit Strategy PART Two: Managing the Transaction CHAPTER 9: The Transaction Process; CHAPTER 10: Negotiating a Transaction; CHAPTER 11: Cross - border Transactions; Conclusion The Only Question with Wealth Is, What Do You Do with It?; Notes; Glossary; References; About the Author; Index
Sommario/riassunto	The most viable exit strategies for owners of mid-sized companies For many business owners, cashing out of a business is a lifelong dream. For some, exiting a business can be a nightmare. Business Exit Planning: Options, Value Enhancement, and Transaction Management

for Business Owners provides a comprehensive view of what every business owner needs to know to plan and execute a business exit. The book includes 30 relevant mini-case studies on business exit planning and transaction management, as well as a glossary of frequently used technical terms.
