

1. Record Nr.	UNINA9910815352803321
Autore	Grau David, Sr.
Titolo	Buying, selling, and valuing financial practices : the FP transitions M&A guide // David Grau, Sr
Pubbl/distr/stampa	Hoboken, New Jersey : , : Wiley, , 2016 ©2016
ISBN	1-119-20738-X 1-119-20740-1 1-119-20739-8
Descrizione fisica	1 online resource (323 pages) : illustrations
Collana	Wiley Finance Series
Disciplina	332.6068/1
Soggetti	Selling Purchasing
Lingua di pubblicazione	Inglese
Formato	Materiale a stampa
Livello bibliografico	Monografia
Note generali	Includes index.
Sommario/riassunto	"Acquire the diverse skill set required to negotiate and execute a successful sale. Buying, Selling, and Valuing Financial Practices + Website shows you how to sell what you've built, or buy what someone else has built, with a win-win outcome. Buyer and seller do not hold disparate goals; selling for maximum value and optimum tax rate—and buying for minimum risk and complete write-off—are part of the same strategy that must be the ultimate goal for the good of the industry. Unfortunately, financial advisors tend to make the same two critical mistakes. Exit planning is not succession planning, and every sale or acquisition is different. This book shows you how to complete a sale or acquisition with the best possible terms for both buyer and seller, through deliberate consideration of the size, structure, and sophistication of the opportunity. The companion website provides tools, worksheets, and checklists to aid immediate implementation, and the expert insight will prove invaluable regardless of which side of the table you're on. Buying or selling the result of a lifetime's work requires years of experience to master. This book gives you the benefit of high-level expertise in the multiple disciplines that

contribute to a successful sale or acquisition, to provide the perspective and skills you need to work through the deal. Learn why exit planning is different from succession planning. Sell what you've built for maximum profit and minimal tax. Become someone else's exit strategy for the best possible terms. Avoid the common and critical mistakes in the M&A space. A successful exit strategy requires the expertise of a CPA, JD, CVA, ASA, MCBA, and a CFA. You must either bring these people to the table, or acquire these skills yourself. Buying, Selling, and Valuing Financial Practices + Website gives you the essential knowledge and helpful tools you need to execute an optimal deal"--
"The specific purpose of this book is to help you understand how to sell what you've built to someone else for maximum value and at optimum tax rates, and/or to successfully complete an acquisition and become someone's exit strategy, also on the best possible terms, with minimum risk, writing off the entire purchase price over time"--

2. Record Nr.	UNINA9910154637903321
Titolo	Demosthenes' "On the Crown" [[electronic resource]] : Rhetorical Perspectives / / edited by James J. Murphy
Pubbl/distr/stampa	Carbondale : , : Southern Illinois University Press, , [2016] ©2016
ISBN	0-8093-3511-5
Descrizione fisica	1 online resource (243 pages)
Collana	Landmarks in Rhetoric and Public Address
Classificazione	LAN015000LAN018000LAN004000
Altri autori (Persone)	Demosthenes
Disciplina	885/.01
Soggetti	LANGUAGE ARTS & DISCIPLINES / Communication Studies LANGUAGE ARTS & DISCIPLINES / Speech LANGUAGE ARTS & DISCIPLINES / Rhetoric Oratory, Ancient Rhetoric, Ancient - History and criticism Electronic books.
Lingua di pubblicazione	Inglese
Formato	Materiale a stampa
Livello bibliografico	Monografia
Note generali	"This book is a revised version of Demosthenes' "On the Crown": A Critical Case Study of a Masterpiece of Ancient Oratory, published by Hermagoras Press in 1983."

Nota di bibliografia

Includes bibliographical references and index.

Nota di contenuto

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Sommario/riassunto

"Translation of Demosthenes' oration "On the Crown," with rhetorical analyses based on four principles laid out by Aristotle in his "Rhetoric": ethos, pathos, logos, and lexis"--