

1. Record Nr.	UNINA9910159427303321
Autore	Douglas Deborah
Titolo	Ripe : Harvesting the Value of Your Business
Pubbl/distr/stampa	Cork, : BookBaby, 2009
ISBN	1-59079-997-6
Edizione	[1st ed.]
Descrizione fisica	1 online resource (339 p.)
Disciplina	658.1/64
Soggetti	Sale of business enterprises - Valuation Business enterprises Real Estate, Housing & Land Use Business & Economics
Lingua di pubblicazione	Inglese
Formato	Materiale a stampa
Livello bibliografico	Monografia
Note generali	Description based upon print version of record.
Nota di contenuto	Cover Page; Title Page; Copyright; DEDICATION; Preface; Acknowledgments; CONTENTS; CHAPTER 1 Coming To Ripe; Ripe; Own a Company-Not a Job; Benefit of the Niche; Building Second Tier; Safety & Compliance; Employee Solidity; Facility & Equipment Issues; Family Matters; Gathering Market Intelligence; Timing Your Move; CHAPTER 2 The Selling Process; Mechanics of the Sale; Hiring an Intermediary; Developing Information to Present to Buyers; Identifying & Investigating Buyers; First Approach to Buyers; Letter of Interest; Site Visits by Buyers; Letter of Intent-Outline of Terms; ESOP as the Buyer Due DiligenceDefinitive Purchase Agreement; Employment Agreement; Leaseback from Shareholders; Noncompete Agreement; Post-Sale Payments & Protections; Shareholder Buy/Sell Agreement; Closing Day; CHAPTER 3 Tricks of the Trade; Why Sellers Sell; Competition; Intermediary Shield; Silence is Golden; Buyers-360 Degrees; Honesty Pays; Think Big; Exclusivity; ""Asking"" Price; The Right Resources: Intermediaries; The Right Resources: Legal Counsel; The Right Resources: CPAs; The Right Resources: Internal; Golden Parachutes for Troubled Companies; Equity Fund Buyers; International Buy/Sell Process TimingChoosing the ""Best"" Buyer; CHAPTER 4 Negotiating Techniques; The Value of Rapport; Playing Hard to Get; Mirroring; Strategic Anger; Listening; Playback; Avoid the Tells; Meeting in the

Middle; Good Cop/Bad Cop; The Bluff; CHAPTER 5 Conclusion;
Appendices; I Glossary of Middle Market Merger & Acquisition Terms; II
Sample Nondisclosure Agreement; III Seller Information Checklist; IV
Buyer Sourcing Checklist; V Definitive Agreement Checklist; VI Sample
Stock Purchase Agreement; VII Employment Agreement Checklist; VIII
Shareholder Agreement Checklist
IX Value Enhancement ChecklistIndex

Sommario/riassunto

Right now, there are millions of entrepreneurs out there risking everything for the privilege of owning their own businesses. They pledge their homes and personal assets to get working capital. They work horrendous hours and deal with near-constant stress in order to nurture and grow their cherished projects. Why? Because they are dreaming of the d
