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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 Checklist; Index

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