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Nota di contenuto	Contents; Foreword; About the Author; Acknowledgments; Introduction; Chapter 1: Country Club Lifestyle; Treat Your Business Like an Investment; Summary; Chapter 2: Valuation Fundamentals; What Is a Business Valuation?; The Valuation Profession; When Is a Valuation Needed?; "Have To" Valuations; "Should" Valuations; The Valuation Engagement; What Is Being Valued?; Enterprise Value vs. Equity Value; Net Proceeds from a Sale of a Business; How the Value Is Defined; The Purpose of the Valuation; The Date of the Valuation; Important Factors to Consider in a Valuation The Three Valuation Approaches The Income Approach to Value; The Asset Approach to Value; The Market Approach to Value; Valuation Definitions; Valuation in Plain English; How Much Cash Will I Put into My Pocket?; How Sure Am I That It Will Go into My Pocket?; Examples in Plain English; Enterprise Value Example; 100% Equity Value Example; Net Proceeds Example; Summary; Chapter 3: Valuation Approaches; Hand-to-Hand Combat; The Income Approach to Value; How Much Cash Will I Put into My Pocket?; The Normalization Process; Determining the Sustainable Cash Flow How Sure Am I That It Will Go into My Pocket? Determining the Required Rate of Return; Calculating the Enterprise Value; The Market Approach to Value; The Asset Approach to Value; Determining Equity Value; Value per Share; Summary; Chapter 4: Growing Your Value; Having the

Mindset to Increase the Business Value; Drew's Sensational Snacks; Improving Your Business Hygiene; Increasing Your Sustainable Cash Flows; Improve Your Gross Margin Percentage; Lower Your Operating Expenses; Reducing Your Business Risks; Developing a Growth Plan; Drew's Newfound Freedom; Professionalizing Your Business Summary
Chapter 5: Selling Your Business; The Best Time to Sell Your Business; The Best Buyer for Your Business; Selling to a Synergistic Buyer; Selling to an ESOP; Selling to a Financial Buyer; Selling to an Insider; The Terms of the Deal; What Are You Selling?; The Steps in Selling Your Business; Select Your Transaction Team; Locate the Buyer; Sign a Letter of Intent; Enter the Due Diligence Process; Negotiate the Asset Purchase Agreement; Close the Deal; The Tax Impact of a Sales Transaction; My Top Ten Tips in Selling a Business; Summary; Chapter 6: Time for Action
Critical Items to Your Plan's Success
Plans to Grow Your Value; Plans for Cashing Out; Summary; Appendix A: Sample Engagement Letter; Appendix B: Sample Due Diligence Request; Organization and Records; Financial Statements and Records; Tax-related Items; Employee Matters; Market and Sales Overview; Material Contracts and Other Documents; Legal and Litigation Matters; Intellectual Property; Miscellaneous; Appendix C: AICPA Statement on Standards for Valuation Services No. 1; The Valuation Report; For a Valuation Engagement; Detailed Report; Introduction; Summary Report

Sommario/riassunto

In *Valuing and Selling Your Business: A Quick Guide to Cashing In*, author and valuation expert Tim McDaniel, a veteran of over 2,000 valuation engagements and dozens of M&A deals, covers the essentials in a short value-packed book of valuing and selling your business for an acceptable price. And if the valuation doesn't suggest the price you have in mind is possible, McDaniel shows you how to increase the value before putting your company on the market. It probably won't surprise you that 60–80% of a business owner's wealth is tied up in the value of the business. This is your most important asset, but you probably only guess at its value and you may have no concrete plan to increase that value. Even if you're not planning to sell in the near future, it's good to know what your business is worth so you can take the steps McDaniel outlines to make it more attractive to prospective buyers. This book covers: How valuations are done Whom to engage as a valuator How to increase the value of your business Insider tips on the sales process Best sales practices
Valuing and Selling Your Business: A Quick Guide to Cashing In—an abridgement of McDaniel's *Know and Grow the Value of Your Business*—helps you get the most for your business when you decide it's time to move on.
