

1. Record Nr.	UNINA9910783490603321
Autore	Pearson Barrie
Titolo	Exit right [[electronic resource]] : achieving a golden goodbye by realising the maximum value for your business / / Barrie Pearson
Pubbl/distr/stampa	London, : Thorogood, 2004
ISBN	1-85418-522-5
Descrizione fisica	1 online resource (162 p.)
Disciplina	658.16
Soggetti	Consolidation and merger of corporations Corporations - Finance
Lingua di pubblicazione	Inglese
Formato	Materiale a stampa
Livello bibliografico	Monografia
Note generali	Description based upon print version of record.
Nota di contenuto	Preface; Contents; ONE How to consider the options; TWO How to choose the time to sell; THREE How to choose and use professional advisers; FOUR How to groom your company for sale; FIVE How to handle unsolicited approaches; SIX How to value a business for sale; SEVEN How to find and handle prospective purchasers; EIGHT How to negotiate a deal; NINE How to handle legal completion; TEN How to eliminate losses before selling
Sommario/riassunto	A clear and canny explanation of all the steps required to maximise your profit on selling all or part of your business: deciding on the route and timing, how to choose advisers, grooming your business for sale, valuing the business, finding prospective purchasers, negotiating the sale, steering safely to completion and how to.