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Why Revenues Take a Back Seat on Strategic Deals.

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"Every single entrepreneur dreams of the day when their company will be acquired. According to Global Entrepreneurship Monitor there are more than 582 million individuals who own or are starting a business. However, there is little to no information on how acquisitions work for startups. The knowledge available is provided by investment bankers who typically advise later stage companies and are paid a fortune for their services. This book will provide an accessible guide with the purpose of showing entrepreneurs how startup acquisitions work. The book will help navigate the world of startup acquisitions with easy-to-follow explanations. In this book, entrepreneurs will find tips and tricks on getting their company acquired from early-stage to growth stage, and develop a clear strategy based on the new realities surrounding today's startup landscape. Ultimately this book will serve as a practical guide for entrepreneurs as well as investors that are looking to achieve the best possible outcome when looking to get their business acquired." --