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The ultimate "tricks of the trade" guide to mergers and acquisitions
Mergers and Acquisitions Playbook provides the practical tricks of the
trade on how to get maximum value for a middle-market business.
This book uniquely covers how to prepare for a sale, how to present the
business most positively, and how to control the sale timetable. Written
in a straight-talking style Provides the tricks of the trade on how to get
maximum value for a middle-market business Shows how the sellers
can take capitalize their inherent "unfair advantages" Ex
