

1. Record Nr.	UNINA9910815352803321
Autore	Grau David, Sr.
Titolo	Buying, selling, and valuing financial practices : the FP transitions M&A guide / / David Grau, Sr
Pubbl/distr/stampa	Hoboken, New Jersey : , : Wiley, , 2016 ©2016
ISBN	1-119-20738-X 1-119-20740-1 1-119-20739-8
Descrizione fisica	1 online resource (323 pages) : illustrations
Collana	Wiley Finance Series
Disciplina	332.6068/1
Soggetti	Selling Purchasing
Lingua di pubblicazione	Inglese
Formato	Materiale a stampa
Livello bibliografico	Monografia
Note generali	Includes index.
Sommario/riassunto	"Acquire the diverse skill set required to negotiate and execute a successful sale Buying, Selling, and Valuing Financial Practices + Website shows you how to sell what you've built, or buy what someone else has built, with a win-win outcome. Buyer and seller do not hold disparate goals; selling for maximum value and optimum tax rate&mdash;and buying for minimum risk and complete write-off&mdash;are part of the same strategy that must be the ultimate goal for the good of the industry. Unfortunately, financial advisors tend to make the same two critical mistakes. Exit planning is not succession planning, and every sale or acquisition is different. This book shows you how to complete a sale or acquisition with the best possible terms for both buyer and seller, through deliberate consideration of the size, structure, and sophistication of the opportunity. The companion website provides tools, worksheets, and checklists to aid immediate implementation, and the expert insight will prove invaluable regardless of which side of the table you're on. Buying or selling the result of a lifetime's work requires years of experience to master. This book gives you the benefit of high-level expertise in the multiple disciplines that

contribute to a successful sale or acquisition, to provide the perspective and skills you need to work through the deal. Learn why exit planning is different from succession planning Sell what you've built for maximum profit and minimal tax Become someone else's exit strategy for the best possible terms Avoid the common and critical mistakes in the M&A space A successful exit strategy requires the expertise of a CPA, JD, CVA, ASA, MCBA, and a CFA. You must either bring these people to the table, or acquire these skills yourself. Buying, Selling, and Valuing Financial Practices + Website gives you the essential knowledge and helpful tools you need to execute an optimal deal"--  
 "The specific purpose of this book is to help you understand how to sell what you've built to someone else for maximum value and at optimum tax rates, and/or to successfully complete an acquisition and become someone's exit strategy, also on the best possible terms, with minimum risk, writing off the entire purchase price over time"--

2. Record Nr.	UNINA9910967283503321
Autore	Henthorn Cynthia Lee <1963->
Titolo	From submarines to suburbs : selling a better America, 1939-1959 // Cynthia Lee Henthorn
Pubbl/distr/stampa	Athens, Ohio, : Ohio University Press, c2006
ISBN	0-8214-4205-8
Edizione	[1st ed.]
Descrizione fisica	1 online resource (384 p.)
Disciplina	381.0973/09044
Soggetti	Marketing - United States - History - 20th century Advertising - United States - History - 20th century Consumer behavior - United States - History - 20th century United States Social conditions 20th century
Lingua di pubblicazione	Inglese
Formato	Materiale a stampa
Livello bibliografico	Monografia
Note generali	Bibliographic Level Mode of Issuance: Monograph
Nota di bibliografia	Includes bibliographical references (p. 327-356) and index.
Nota di contenuto	Introduction : legacy of the postwar commercial fallout -- Weapons of mass disorder : impediments to mobilization -- Weapons of mass persuasion : mobilization through symbol management -- Positioning machine age heroes and wartime types -- Glimpses into a "better

America" -- Home front war : the campaign to save the American way  
-- Hygienic solutions for the "house of tomorrow" -- Postwar progress  
: myth or reality? -- Wartime skeptics and the "world of tomorrow" --  
What did happen to the dreamworld? realities of the postwar  
commercial fallout -- The cold war's commercial fallout -- Afterword :  
the "better America" today.

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Sommario/riassunto

Demonstrates that advertising and marketing strategies tying consumer prosperity to war were easily adapted in the Cold War era, this book looks at how prefabricated houses, high-tech kitchens, and miracle products, developed from war-related industries, were promoted as the hygienic solutions for a better America.

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