

1. Record Nr.	UNISA996217125703316
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Titolo	Maximising Value on the Sale of a Business [[electronic resource]] : Strategic and Financial Techniques
Pubbl/distr/stampa	London, : Thorogood Publishing, 1999
ISBN	1-85418-560-8
Descrizione fisica	1 online resource (88 p.)
Disciplina	658.16
Soggetti	Consolidation and merger of corporations Quality of products Returning goods
Lingua di pubblicazione	Inglese
Formato	Materiale a stampa
Livello bibliografico	Monografia
Note generali	Description based upon print version of record.
Nota di contenuto	The author; Contents; Introduction; Chapter 1: Market overview; Chapter 2: Making the decision to sell; Chapter 3: Overview of the sale process; Chapter 4: Grooming a business for sale; Chapter 5: Tax planning; Chapter 6: Valuation techniques; Chapter 7: Appointing advisors; Chapter 8: Preparing an information memorandum; Chapter 9: Identifying potential purchases; Chapter 10: Approaching potential purchasers; Chapter 11: The negotiation process; Chapter 12: The due diligence process and warranties; Chapter 13: Conclusion
Sommario/riassunto	After getting married, moving house and starting a new job, selling a business is high up there with the most stressful things you can undertake. As a proprietor of a privately owned company every effort needs to be made to minimise the risks and maximise the buyer's offer. This is THE definitive A-Z guide on selling a business which splits the process down into two key stages. The 'pre-sale period' section of the Report examines what you hope to achieve when selling, looks at the most appropriate exit route to take and provides advice on appointing the best financial, legal and tax advisors.