

1. Record Nr.	UNISA996217131003316
Autore	Pearson Barrie
Titolo	Trade secrets of business disposals [[electronic resource] /] / Barrie Pearson
Pubbl/distr/stampa	London, : Thorogood, 2005
ISBN	1-280-23342-7 9786610233427 1-4237-8835-4 1-85418-471-7
Descrizione fisica	1 online resource (125 p.)
Collana	Thorogood professional insights
Disciplina	658.164
Soggetti	Sale of business enterprises Business enterprises - Registration and transfer
Lingua di pubblicazione	Inglese
Formato	Materiale a stampa
Livello bibliografico	Monografia
Note generali	"A specially commissioned report."
Nota di contenuto	The author; Preface; Contents; Chapter 1 A failed attempt to sell will damage the business; Chapter 2 Realize a reality check is vital; Chapter 3 What buyers really want... and want to avoid; Chapter 4 Recognize financial grooming is essential to maximize saleability and value; Chapter 5 Commercial features need grooming; Chapter 6 Unsolicited approaches - potential jackpot or major distraction?; Chapter 7 Professional advisers need choosing and appointing carefully; Chapter 8 Value your business from the buyer's standpoint; Chapter 9 Benefit from expert streetwise tactics Chapter 10 Manage the due diligence process effectivelyChapter 11 Steer the deal safely to legal completion; Chapter 12 Think and plan your life after exit
Sommario/riassunto	Teaches you how to identify the right buyer and 15 questions to ask if you receive an unsolicited offer. This work helps you learn how to spot potential deal-breakers at the start; how to disclose unattractive features positively; driving the deal to suit your time-table; and how to get your retaliation in first to avoid last-minute chisellers.