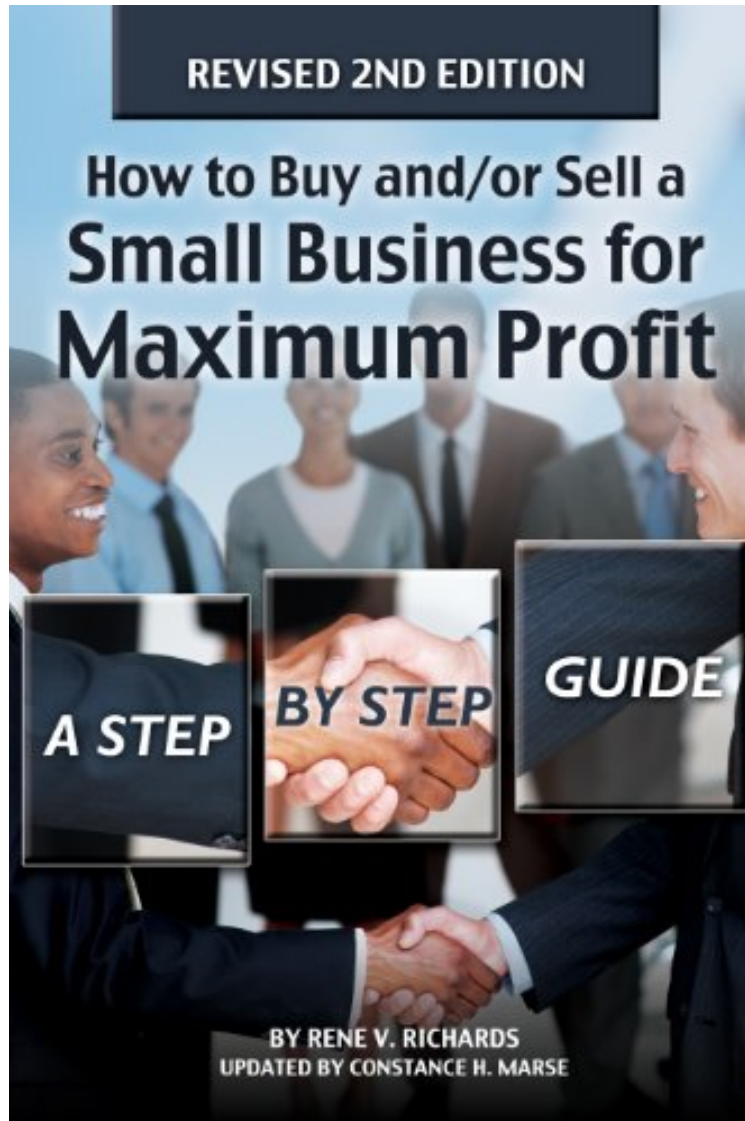


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# How to Buy and/or Sell a Small Business for Maximum Profit: A Step by Step Guide

*Rene Richards, Constance Marse*  
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How to Buy and/or Sell a Small Business for Maximum Profit is geared toward the budding entrepreneur who wants

to buy or sell a small business. Topics covered include: finding and evaluating a business to buy and/or sell, performing due diligence, how to value a business, raising the necessary capital, evaluating a business financial condition using discounted cash flow, excess earnings, asset value, and income capitalization, brokers, leveraged buyouts, letters of intent, legal and tax concerns, and contracts. How do you decide what kind of business suits you? How do you find the money to get started? How do you determine what your business or the business you hope to purchase is worth? How to Buy and/or Sell a Small Business for Maximum Profit will help you answer these fundamental questions. The book provides a road map of suggestions, insights, and techniques for both buyers and sellers. It covers the entire selling process step-by-step; from making the decision of when to sell or buy, through determining how to market the company, to understanding the various legal and financial documents involved in a sale, and on to closing the deal and handling the transition afterwards. In addition, it contains the personal stories of numerous small business owners, their motivations, their challenges, and their rewards. The companion CD-ROM is not available for download with this electronic version of the book but it may be obtained separately by contacting Atlantic Publishing Group at [sales@atlantic-pub.com](mailto:sales@atlantic-pub.com). Atlantic Publishing is a small, independent publishing company based in Ocala, Florida. Founded over twenty years ago in the company president's garage, Atlantic Publishing has grown to become a renowned resource for non-fiction books. Today, over 450 titles are in print covering subjects such as small business, healthy living, management, finance, careers, and real estate. Atlantic Publishing prides itself on producing award winning, high-quality manuals that give readers up-to-date, pertinent information, real-world examples, and case studies with expert advice. Every book has resources, contact information, and web sites of the products or companies discussed. This Atlantic Publishing eBook was professionally written, edited, fact checked, proofed and designed. The print version of this book is 288 pages and you receive exactly the same content. Over the years our books have won dozens of book awards for content, cover design and interior design including the prestigious Benjamin Franklin award for excellence in publishing. We are proud of the high quality of our books and hope you will enjoy this eBook version.