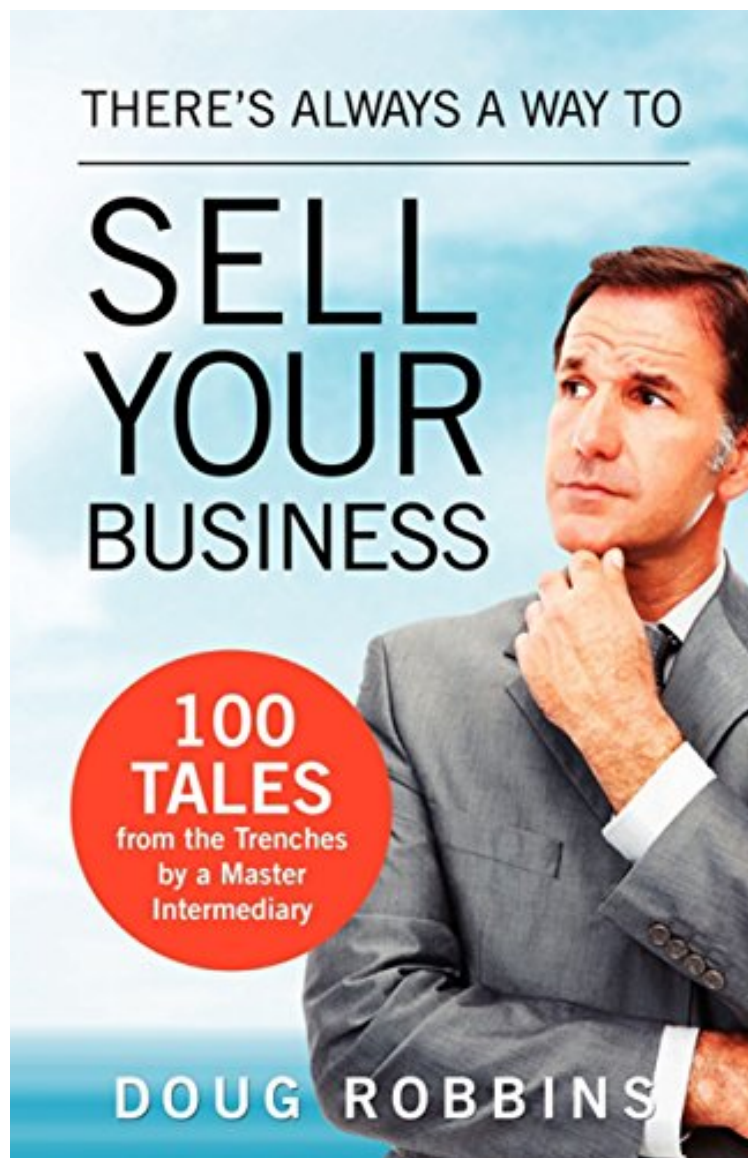


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There's Always a Way to Sell Your Business: 100 Tales from the Trenches by a Master Intermediary

Doug Robbins

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of successful business operations and mitigation measures for typical and extreme problems businesses face. But like a good a business broker he promotes the trade in a manner that does not compromising the secrets being a successful intermediary.

Funny, entertaining, sobering, and informational "tales from the trenches" by Doug Robbins, a master intermediary who always finds a way to help owners restructure or sell their business. Through these tales Robbins highlights: Best practices for working with accountants, lawyers, and bankers in forming up and conducting a sale Ingenious ways to increase the worth of a business before selling The importance of confidentiality before and during a sale Ways for family businesses to do what's best for both the family and the business