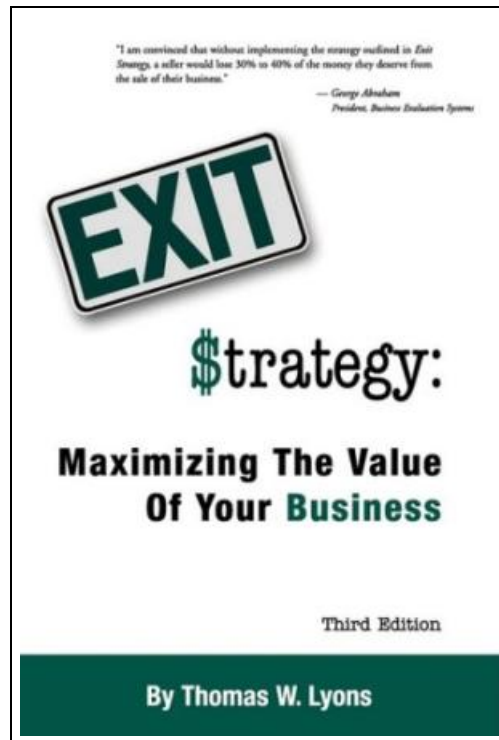


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Sales Gravy Press, United States, 2008. Paperback. Condition: New. Language: English . Brand New Book ***** Print on Demand *****.Sooner or later, every business owner will need to transfer ownership of their business. Selling the business is the final chapter of the owner's role in building it. For most business owners, this is an emotional and sometimes overwhelming event. Many business owners have built a company or owned it for years, even decades. They are at it night and day, 24/7 - thinking about the business, cultivating customer relationships, and solving problems. They eat it, drink it and sleep it. It is no surprise, then, that selling the business is an emotional process. It's also a complex process. There are financials to audit, profitability to demonstrate, operations to tighten, confidentiality to maintain, titles to transfer, a price to negotiate and much more. In addition, the business must continue to operate during the process. Now in its third printing, Tom Lyon's, Exit Strategies has helped thousands of business owners wade through and understand the complexities and the emotions involved in selling a business. The principles in this book are designed to help you avoid costly mistakes and instead exit your business with less stress and more money in your pocket.



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