

[Free download] File size: 21.Mb

# How to sell your business: Keys to maximize the price of your company (English Edition)

ENRIQUE QUEMADA CLARIANA

## How to maximize the Price of MY company

Advise on how to find the best  
buyer for your business

 Download

 Read Online

*Par Enrique Quemada Clariana  
ebooks | Download PDF | \*ePub | DOC |  
audiobook*

Dtails sur le produit Rang parmi les ventes  
: #330096 dans eBooksPubli le: 2013-01-  
03Sorti le: 2013-01-03Format: Ebook  
Kindle

[Free download] How to sell your  
business: Keys to maximize the price of  
your company (English Edition)

**Par Enrique Quemada Clariana : How to  
sell your business: Keys to maximize the  
price of your company (English Edition)**  
before purchasing it in order to gage whether  
or not it would be worth my time, and all  
praised How to sell your business: Keys to  
maximize the price of your company (English  
Edition):

### Description :

Prsentation de l'diteurIf you are thinking of selling your company and you want to get the best price for it, then you need to read this book. In 'How to sell your business', Enrique Quemada talks naturally with the reader to explain everything there is to know about selling a business: the different stages of a company's life cycle, the sales process, the various parties that play a role in the sale, the many types of investors, the due diligence, the value and price of a company and how to carry out a good negotiation with strategic buyers, with family offices or with private equity groups.By following this easy to read guide, with lots of real examples, you will learn about Mergers Acquisitions (MA): how to find the buyer that can pay the most and how to attract investors; how to be successful in a MBO or MBI, choosing the right partner; how to prepare for due diligence, improve your negotiation skills and subsequently maximize your price.The quality of every stage of the process has a real influence on the final price. A company with an embedded value of 100

could have a poorly managed process meaning that the company is sold for 60, whereas a well-managed MA process could raise the selling price to 140. More than a 100% difference. The author explains how to maximize every aspect of the selling process. By selling your company you are converting years of work and effort into value and, in a short space of time, you can potentially create or destroy a lot of its value. It is in your hands. This book will help you come out a winner. If you follow the steps laid out in this book, you will be able to say that you have completed an excellent sale. You will have the satisfaction of knowing how to complete the value-creating process that culminates in a magnificent transaction. The first of its kind, this book is a necessary read for any business owner or anybody aiming to sell a company, as well as an important addition to business literature in general. Is a must read for anyone interested in the real side of Mergers Acquisitions, written by a MA specialist that has advised in more than 800 deals.

Présentation de l'auteur If you are thinking of selling your company and you want to get the best price for it, then you need to read this book. In 'How to sell your business', Enrique Quemada talks naturally with the reader to explain everything there is to know about selling a business: the different stages of a company's life cycle, the sales process, the various parties that play a role in the sale, the many types of investors, the due diligence, the value and price of a company and how to carry out a good negotiation with strategic buyers, with family offices or with private equity groups. By following this easy to read guide, with lots of real examples, you will learn about Mergers Acquisitions (MA): how to find the buyer that can pay the most and how to attract investors; how to be successful in a MBO or MBI, choosing the right partner; how to prepare for due diligence, improve your negotiation skills and subsequently maximize your price. The quality of every stage of the process has a real influence on the final price. A company with an embedded value of 100 could have a poorly managed process meaning that the company is sold for 60, whereas a well-managed MA process could raise the selling price to 140. More than a 100% difference. The author explains how to maximize every aspect of the selling process. By selling your company you are converting years of work and effort into value and, in a short space of time, you can potentially create or destroy a lot of its value. It is in your hands. This book will help you come out a winner. If you follow the steps laid out in this book, you will be able to say that you have completed an excellent sale. You will have the satisfaction of knowing how to complete the value-creating process that culminates in a magnificent transaction. The first of its kind, this book is a necessary read for any business owner or anybody aiming to sell a company, as well as an important addition to business literature in general. Is a must read for anyone interested in the real side of Mergers Acquisitions, written by a MA specialist that has advised in more than 800 deals.