

# How to Buy And/or Sell a Small Business for Maximum Profit: A Step-By-Step Guide- with CD-ROM REVISED 2ND EDITION | Atlantic Publishing Company, 2013 | 9781601389329 | 2013 | 287 pages | Rene V. Richards, Constance H. Marse

HOW TO BUY AND/OR SELL A SMALL BUSINESS FOR MAXIMUM PROFIT: A STEP-BY-STEP GUIDE- WITH CD-ROM REVISED 2ND EDITION By Constance H. Marse

\*Excellent Condition\*. How to Buy and/or Sell a Small Business for Maximum Profit 2nd Edition 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? Step-by-Step guide on how to find good products to import from China and how to test and know if they will be profitable or not before buying in bulk. You want to be selling a few products to lots of people with potential for high profit margins. Today's guide will show you exactly how to do that! We're going to be working with Amazon's sales data (almost exclusively). But because such a large share of all physical product sales are happening on Amazon this method can be used to find profitable products for you to sell on either Amazon or your own Shopify store. Alright! so let's get started for real! Step 1: What Makes a Good Product? Alright are you ready? We are going to cram a LOT of value into this little section! For more than fifteen years, this handy guide has provided entrepreneurs and small business owners with a simple, step-by-step plan for buying or selling a business-without their own special team of lawyers and accountants. Packed with the kind of real-world guidance you can only get from a professional, *Buying & Selling a Business, Second Edition* shows you how to: \* Choose a business that's right for you \* Evaluate the business, determine why the seller is selling, analyze the seller's operations, and analyze balance sheets, income statements, and cash flow \* Negotiate effectively-including negotiating for price, timing You can also purchase this book from a vendor and ship it to our address: Internet Archive Open Library Book Donations 300 Funston Avenue San Francisco, CA 94118. Better World Books. a step-by-step guide with companion CD-ROM. by Rene V. Richards. a step-by-step guide with companion CD-ROM. This edition was published in 2006 by Atlantic Pub. Group in Ocala, Fla. Edition Notes. Includes bibliographical references (p. [277]) and index. Classifications. Dewey Decimal Class. When you sell ecommerce business sites you'll want to be careful on who you're working with, especially if you're going through an exchange or marketplace online. The same can be said for e-commerce site buyers, considering you might be speaking with someone who has no interest in making the transition simple for you. The reason we suggest that people post their businesses for sale is because there is no risk involved besides maybe a small fee. So, when you try to sell ecommerce business sites, you have several testing mechanisms that could immediately push you towards or away from that sale. Overall, it's the hard data that's going to best give you an idea of whether or not you should sell.