



Maximising Value On The Sale Of A Business

John Warrillow



Maximising Value On The Sale Of A Business:

The EXITpreneur's Playbook Joe Valley, 2021-05-15 The EXITpreneur's Playbook is the ultimate guide to selling an online business. We all need to transition our businesses someday and those that learn from this book will have a smoother experience, an improved deal structure and a stronger bank account. Walker Deibel, bestselling author of *Buy Then Build*. Most people start an online business for the freedom, autonomy and money that come with entrepreneurship, but what they often find instead is the feeling that they're running on a hamster wheel and can't jump off. If you were looking to exit your business, would you know how? Do you know what your business is truly worth? This book will shift your mindset from entrepreneur to EXITpreneur. After all, the majority of all the money you'll ever make from your business comes on the day you sell, so it's important to get the exit right. In *The EXITpreneur's Playbook*, Joe Valley shares his experience in all facets of exiting an online business through direct experiences and real-life examples with clear math and logic. You'll learn to assess the value of your business and reverse-engineer a path to an incredible exit. Avoid the ignorance discount when selling a business on your own. Negotiate favorable deal terms and conditions. Calculate the all-important seller's discretionary earnings. Create rock-solid pillars every buyer wants. *The EXITpreneur's Playbook* is the definitive guide to achieving your own incredible exit at the right time and value and with the best deal structure that allows you to move on to your next adventure with not just money in the bank but satisfaction and peace of mind.

Finish Big Bo Burlingham, 2014-11-28 No two exit experiences are exactly alike. Some people wind up happy with the process and satisfied with the way it turned out, while others look back on it as a nightmare. The question I hope to answer in this book is why. What did the people with good exits do differently from those who'd had bad exits? When pioneering business journalist and *Inc.* magazine editor at large Bo Burlingham wrote *Small Giants*, it became an instant classic for its original take on a common business problem: how to handle the pressure to grow. Now Burlingham is back to tackle an even more common problem: how to exit your company well. Sooner or later, all entrepreneurs leave their businesses and all businesses get sold, given away or liquidated. Whatever your preferred outcome, you need to start planning for it while you still have time and options. The beautiful part is that if you start early enough, the process will lead you to build a better, stronger, more resilient company as well as one with a higher market value. Unfortunately, most owners don't start early enough and pay a steep price for their procrastination. Burlingham interviewed dozens of entrepreneurs across a range of industries and identified eight key factors that determine whether owners are happy after leaving their businesses. His book showcases the insights, exit plans and cautionary tales of entrepreneurs such as Ray Pagano, founder of a leading manufacturer of housings for security cameras. He turned down a bid for his company and instead changed his management style, resulting in a subsequent sale for four times the original offer. Bill Niman, founder of the iconic Niman Ranch, which revolutionized the meat industry, learned about unhappy exits when he was forced to sell to private equity investors, leaving him with nothing to show for his thirty-five years in business. Gary

Hirshberg founder of organic yogurt pioneer Stonyfield Farm He pulled off the nearly impossible task of finding a large company that would buy out his 275 small investors at a premium price while letting him retain complete control of the business Through such stories Burlingham offers an illuminating and inspirational guide to one of the most stressful and yet potentially rewarding processes business owners must go through And he explores the emotional challenges they face at every step of the way At the end of the day owning a business is about more than selling goods and services It s about making choices that shape your entire life both professional and personal Finish Big helps you figure out how to face your future with confidence and be able to someday look back on your journey with pride **Exit Strategy** Thomas W.

Lyons,2008-06 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 exist your business with less stress and more money in your pocket Corporate Governance Alex Knell,2006-04-12 Aimed at the senior managers of SMEs who are looking to sell all or part of the business This book shows how to implement Corporate Governance procedures to add both perceived and real value to a business Implementing CG procedures before sale of the business is likely to add a premium to the price increase the pool of buyers at the asking price and bring a business to the top of the acquisition shopping list The book is in two sections The first addresses the basic theory underpinning Corporate Governance to help the reader understand and decide which compliance issues are immediately useful to their business and which can wait Prioritisation is key The second section explains the Code section by section It indicates clearly what is being asked for with a translation into plain English It explains what needs to be done and provides a series of check lists CG standards are here to stay and the demands are rising This book is a guide to voluntarily adopting CG to demonstrate the pedigree and worth of any business and to let that business stand out from the rest Shows how to maximise the sale value of Small and Medium Enterprise Illustrates which actions to prioritise Provides a plain English translation of the Code and checklists to aid compliance **Know and Grow the Value of Your Business** Tim McDaniel,2013-02-26 A woman looking to retire said to author and valuation expert Tim McDaniel I need to sell my business for 2.5 million to support my country club lifestyle The reality was that her business was worth 750,000 How could she have been so wrong As McDaniel a veteran

of over 2 000 valuation engagements and dozens of M A deals knows all too well most owners work in their businesses and not on their businesses He has seen the look of surprise on client faces far too often It s only worth that much In the rush of day to day work and decisions business owners sometimes forget that their business is an investment and something they need to watch nurture and care for just as they would a valuable antique vase or painting Know and Grow the Value of Your Business An Owner s Guide to Retiring Rich shows readers how to develop the investment mindset value the business bolster that value and maximize the return on their investment and finally exit the business either through a sale to outside parties or by passing it on to family or other business insiders This information couldn t be more important Typically 60 80% of a business owner s wealth is tied up in the value of the business This is their most important asset but they usually guess at its value and have no concrete plan to increase it That s why this book shows The importance of treating your ownership interest in a business as something deserving near daily attention How a company is valued and how others outside the business view that value Steps you can take immediately to increase the value of your business The different kinds of potential buyers and what attracts them How to remove yourself from the day to day work of the business to plan for a brighter future How to exit the business on your terms In short this book helps business owners get the most for their business when they decide it s time to move on What you ll learn The importance of treating your ownership interest in a business the same way you would treat the shares in your stock portfolio Like an Investment How a company is valued using terms that business owners can understand The ways you can increase the value of your business and how an outside buyer will view your company Existing exit strategies and the advantages and disadvantages of each Why timing might be the most critical component of your exit strategy How to begin the succession planning process and knowing the critical components of a good succession plan Who this book is for Those with businesses with revenues up to about 30 million 90 percent of all business owners in the U S according to the United States Census Bureau This amounts to over 12 million businesses in the United States alone The principles the book espouses will be just as valid in countries besides the U S except for the tax advice author Tim McDaniel offers Table of Contents Country Club Lifestyle The Investment Mindset Valuation Fundamentals Valuation Approaches Growing Your Value Selling Your Business The Hardest Step Succession Planning Know Your Exit Options Know your Exit Strategy Time for Action Epilogue IRS Revenue Ruling 59 60 Sample Engagement Letter Sample Due Diligence Request Sample Family Business Creed AICPA Statement on Standards for Valuation Services No 1 Exit Rich Michelle Seiler Tucker, Sharon Lechter, 2021-06-22 Too many entrepreneurs push off planning for the sale of their business until the last moment But for a business to sell for what it s really worth or even more owners need to prepare for the sale from the very start In Exit Rich author and mergers and acquisitions authority Michelle Seiler Tucker joins forces with Sharon Lechter finance expert and author of Rich Dad Poor Dad to create a must have guide for all business owners whether they re gearing up to sell a business now or just getting started building out their company into something to sell for a profit in the future

Seiler Tucker's twofold approach to selling your business for maximum profit combines two of the most powerful elements of her mergers and acquisitions toolkit: the ST GPS Exit Model to help business owners set goals for the sale before their business hits the market and the 6 P Method to help them objectively evaluate their business's worth before their potential buyers do. Combined, these tools provide invaluable insight into the process of preparing a business for sale, finding the right buyers, and staging the sale itself. Throughout the book, Sharon Lechter's wisdom peppers each chapter in the Mentoring Corner section, providing forward-thinking entrepreneurs with the perspective that they need to take control of their business's future and exit rich. This book is a rich resource for any business owner looking to objectively evaluate their business before a sale, improve their chances of finding the right buyer, and sell their business for maximum profit.

Buying And Selling A Business Jo Haigh, 2013-01-31 For many, the dream of owning their own business remains just that. Even if you have a great idea, the work and money involved in building a business from the ground up can prove too daunting. What few aspiring entrepreneurs realise is that buying an already existing business can be far easier, sometimes possible with little or no money at all, and can be just as satisfying a route to self-sufficiency. In easy-to-follow language, *Buying and Selling a Business* takes you through the entire process from identifying your target business and assembling the right team to help you to valuation, agreeing terms, and finding the necessary finance. Just as importantly, Haigh helps you ensure your deal is the right deal for you, offering advice on running the business you buy and implementing proper exit strategies from the start. With valuable appendices containing typical documentation and how to read them, Jo Haigh's book is a one-stop resource to closing the deal and transforming your life.

[Buying, Selling, and Valuing Financial Practices](#) David Grau, Sr., 2016-08-15 The authoritative M A Guide for Financial Advisors, *Buying Selling Valuing Financial Practices* shows you how to complete a sale or acquisition of a financial advisory practice and have both the buyer and seller walk away with the best possible terms. From the first pages of this unique book, buyers and sellers and merger partners will find detailed information that separately addresses each of their needs, issues, and concerns. From bestselling author and industry influencer David Grau, Sr., JD, this masterful guide takes you from the important basics of valuation to the finer points of deal structuring, due diligence, and legal matters, with a depth of coverage and strategic guidance that puts you in another league when you enter the M A space. Complete with valuable tools, worksheets, and checklists on a companion website, no other resource enables you to master the concepts of value and valuation and take this issue off the table early in the negotiation process. Utilize advanced deal structuring techniques, including seller and bank financing strategies. Understand how to acquire a book practice or business based on how it was built and what it is capable of delivering in the years to come. Navigate the complexities of this highly regulated profession to achieve consistently great results, whether buying, selling, or merging. *Buying Selling Valuing Financial Practices* will ensure that you manage your M A transaction properly and professionally, aided with the most powerful set of tools available anywhere in the industry, all designed to create a transaction where everyone wins: buyer, seller, and clients.

Get Acquired for Millions Linda Rose,2019-08-15 You've built an amazing business now what? Do you really know how much it is worth? Selling a business for millions of dollars is a dream for many and a reality for few. With the help of Linda Rose's *Get Acquired for Millions*, rest assured you can be one of those few. This insider's guide to designing the most lucrative exit strategy is the go-to book for Technology Service Provider business owners who need answers to questions like: What's my company worth and is it the right time to sell? How can I increase my company's value now and for the long term? What buyer type finds my company valuable and how do I locate them? Should I sell the company myself or use a broker? How long will it take to prepare my company for sale? The book contains access to two valuable assessments to help you determine your current company valuation as a Technology Service Provider and your readiness to exit your company on a personal level. In addition, this one book is packed with insights from buyers, sellers, strategic and private equity firms, over 100 seller tips and tactics, downloadable spreadsheets, plus Linda's proven 8 Value Maximizers, all to help you become one of the successful few who can *Get Acquired for Millions*.

Raising Finance Paul Barrow,2004 *Raising Finance* is an accessible practical guide that will help you find your way through the financial maze of starting up a business, expanding it, and eventually selling it. It is a hands-on guide that does not make assumptions about prior knowledge and is suitable for the average business owner. Topics covered include: start-up financing, growth financing, equity funding, buying a business, grooming your business for sale, selling the business. *Raising Finance* deals with both the theory and the reality of growing a business. Key issues are highlighted by the use of fascinating real-life case studies showing you what steps to take to grow, fund, acquire, and sell a business.

QuickValue: Discover Your Value and Empower Your Business in Three Easy Steps Reed Phillips,2021-11-30 Gain the competitive edge by conducting a valuation of your company every year quickly, accurately, and inexpensively. Business leaders who know their company's value at any given moment are more likely to seize the competitive edge, especially these days when adding digital capabilities can dramatically affect value. But most businesses drop the ball because traditional valuation is complex, time-consuming, and expensive. Not anymore. Reed Phillips, Chairman of Oaklins International, one of the world's largest mid-market M&A firms, lays out a straightforward method for gaining a clear understanding of your company's current value in a fraction of the time and at a fraction of the cost of traditional methods. He walks you through three easy steps: Identify the key value drivers behind the company's value and rate them to develop a Value Driver Score; Perform a careful examination of comparable businesses, including their market rate multiples for revenue and EBITDA; Put the results together to determine the value of the business. *QuickValue* provides a clear, reliable way to determine your business's value in real time, transforming valuation from a reactive, defensive burden into an active, indispensable part of daily operations. Whether you're an entrepreneur, owner, executive, consultant, accountant, or M&A advisor, *QuickValue* provides the method you need to know the value of any company at any time.

How To Sell Your Business For the Price You Want Mark Blayney,2014-02-21 Some people only ever sell their business once, usually when they are

looking to retire Others will find themselves selling their businesses a number of times during their careers as they move from one project to the next But both types of people have one thing in common they need to get the best deal possible out of the sale This practical commonsense book will help to secure the best result Now updated and revised it is in its 2nd updated edition It offers first hand advice on the whole sale process from deciding why and when to sell through getting the best sale to completing the deal Charts and examples offer advice on essential legal financial and strategic issues for all types of enterprises however big or small your business *The Complete Guide to Selling Your Business* Paul Sperry, Beatrice Mitchell, 2005 In this comprehensive guide two specialists take the reader step by step through the entire process from how to determine when the time is right to sell to negotiating the final terms *SALE OF SHARES AND BUSINESSES LAW, PRACTICE AND AGREEMENTS (SUBTITLE)*. ANDREW. STILTON, 2020 *Value* McKinsey & Company Inc., Tim Koller, Richard Dobbs, Bill Huyett, 2010-11-09 An accessible guide to the essential issues of corporate finance While you can find numerous books focused on the topic of corporate finance few offer the type of information managers need to help them make important decisions day in and day out Value explores the core of corporate finance without getting bogged down in numbers and is intended to give managers an accessible guide to both the foundations and applications of corporate finance Filled with in depth insights from experts at McKinsey Company this reliable resource takes a much more qualitative approach to what the authors consider a lost art Discusses the four foundational principles of corporate finance Effectively applies the theory of value creation to our economy Examines ways to maintain and grow value through mergers acquisitions and portfolio management Addresses how to ensure your company has the right governance performance measurement and internal discussions to encourage value creating decisions A perfect companion to the Fifth Edition of Valuation this book will put the various issues associated with corporate finance in perspective **Business Succession & Sale for Entrepreneurs** Guy Rigby, 2011-11-11 This eBook is a guide to business succession and sale for entrepreneurs The author of this instant guide from Harriman House Guy Rigby has also written from Vision to Exit which is a complete entrepreneurs guide to setting up running and passing on or selling a business *Amp Up Your Sales* Andy Paul, 2014-11-28 Combining leading edge research with a vast amount of field experience this book will show anyone how to become the trusted sales professional who consistently wins new business Customers today are overloaded with information and overwhelmed by options product value is so high across the competition that any kind of meaningful product differentiation at least in the customers eyes has disappeared Therefore between not recognizing product differences combined with not having any time to spare to investigate what they don t know the difference maker for many decision makers is you In Amp Up Your Sales you will learn how to Maximize the value of their selling Accelerate responsiveness to build trust and credibility Earn valuable selling time with customers Shape the buyer s vision Integrate persuasive stories into their sales process Build lasting relationships through follow up and customer service The salesperson who is always responsive and completely focused on

value will be the one who will stand out from the crowd and get the sale The bad news is your customers won't understand and appreciate all the advantages of your product The good news is they aren't making the decision based on the product but on you

Selling Your Startup Alejandro Cremades, 2021-07-27 Learn how to sell your startup from an acquisition expert Many entrepreneurs dream of the day their company is acquired and they secure a perfect exit But information about the process of getting your business acquired usually comes from expensive investment bankers who typically advise late stage startups In *Selling Your Startup* serial entrepreneur Alejandro Cremades delivers an accessible guide on how to sell your startup With first hand experience as a fully exited entrepreneur investment banker and lawyer Cremades describes the tips and tricks startup founders need to sell their early stage to growth stage business In this book you'll discover The role that investment bankers play in the acquisition process how they add value and how to break down their fees Preparing your company for sale including compiling a pitch book putting its finances in order and building a target list of potential acquirers How to get to a Letter of Intent perform due diligence and reach a purchase agreement Perfect for entrepreneurs of all kinds *Selling Your Startup* is a must have roadmap to the practical realities of company acquisition and contains proven guidance on crafting your perfect exit

The Automatic Customer John Warrillow, 2015-02-05 The lifeblood of your business is repeat customers But customers can be fickle markets shift and competitors are ruthless So how do you ensure a steady flow of repeat business The secret no matter what industry you're in is finding and keeping automatic customers These days virtually anything you need can be purchased through a subscription with more convenience than ever before Far beyond Spotify Netflix and New York Times subscriptions you can sign up for weekly or monthly supplies of everything from groceries AmazonFresh to cosmetics Birchbox to razor blades Dollar Shave Club According to John Warrillow this emerging subscription economy offers huge opportunities to companies that know how to turn customers into subscribers Automatic customers are the key to increasing cash flow igniting growth and boosting the value of your company Consider Whatsapp the internet based messaging service that was purchased by Facebook for 19 billion While other services bombarded users with invasive ads in order to fund a free messaging platform Whatsapp offered a refreshingly private tool on a subscription platform charging just 1 per year Their business model enabled the kind of service that customers wanted and ensured automatic customers for years to come As Warrillow shows subscriptions aren't limited to technology or media businesses Companies in nearly any industry from start ups to the Fortune 500 from home contractors to florists can build subscriptions into their business Warrillow provides the essential blueprint for winning automatic customers with one of the nine subscription business models including The Membership Website Model Companies like The Wood Whisperer Guild ContractorSelling and DanceStudioOwner offer access to highly specialized high quality information recognizing that people will pay for good content This model can work for any business with a tightly defined niche market and insider information The Simplifier Model Companies like Mosquito Squad pest control and Hassle Free Homes home maintenance take a

recurring task off your to do list Any business serving busy consumers can adopt this model not only to create a recurring revenue stream but also to take advantage of the opportunity to cross sell or bundle their services The Surprise Box Model Companies like BarkBox dog treats and Standard Cocoa craft chocolate send their subscribers curated packages of goodies each month If you can handle the logistics of shipping giving customers joy in something new can translate to sales on your larger e commerce site This book also shows you how to master the psychology of selling subscriptions and how to reduce churn and provides a road map for the essential statistics you need to measure the health of your subscription business Whether you want to transform your entire business into a recurring revenue engine or just pick up an extra 5 percent of sales growth The Automatic Customer will be your secret weapon

Sell Your Business for More Than It's Worth

Michell Seiler-Tucker,2013-04 Sell your business for more than its worth addresses the vital issues that add value to your business as well as increase the sales price potential of your business This book will define industries that are desirable to buyers and it will open your eyes to discover if your industry is thriving or dying and what you can do about it This must read will provide valuable tips on creating congruent profit centers and diversifying your product client mix Most important this book is a blueprint for anyone that wants to increase market share become more profitable and for those that want to sell their business for top dollar This extraordinary book will demonstrate how to increase profits plan your exit strategy and sell your business for maximum value in the quickest time possible in an easy to understand step by step approach

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