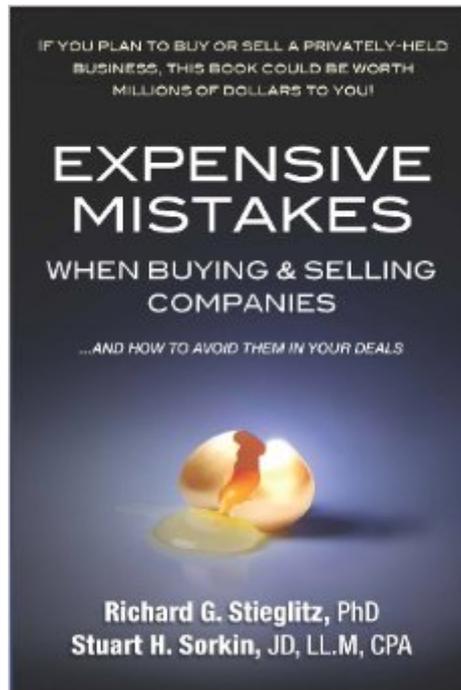


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# Expensive Mistakes When Buying & Selling Companies



## Synopsis

Selling or buying a business can be a lucrative but risky transaction. It's all too easy to sell yourself short or to overpay as the buyer. If you want to avoid the costly mistakes that many business owners make in M&A transactions, this book is for you. It provides valuable guidance on how to prepare for and negotiate your deal, and how to leave the bargaining table with more money in your pocket!

## Book Information

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Average Customer Review: 4.7 out of 5 stars [See all reviews](#) (19 customer reviews)

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## Customer Reviews

A book that could save you millions? We've all heard those claims. This time I actually believe them. This book has a 'been there, done that, learnt my lessons' realism that others only aspire to. The ideas are simple. There were things in this book that, even though my 'business' is really just a personal practice and I have no intention of growing it to a saleable condition, I just couldn't help but see were valuable and immediately feel I had to implement. If doing something is going to make your business more valuable for a prospective buyer then it can make it more valuable for you. You can make money with these ideas even if you don't want to sell your business. There are 57 wonderful mistakes. I like that they didn't rule out seven pieces of wisdom for the sake of a snappier title. I can't think of many (and certainly not of 43) mistakes to add. This book starts well, says what it has to say, and then stops. The book is arranged in five logical chapters, getting ready for the deal for sellers and then buyers, doing the deal for sellers and then buyers, and integrating to gain the value. A simple check list at the back of the book highlights areas where value may reside so that you won't overlook anything. The book explains clearly the roles of everyone involved in a deal. It makes appropriate recommendations to use qualified and skilled M&A advisors. These are

balanced by horror stories of advisors run amok. The whole book is well balanced and perfectly structured. Best of all, the book is full of real life case studies; the stories of everyday men and women who made mistakes and paid the price (including Dick who provides a wonderful illustration throughout the book that ties all the concepts together).

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