

BUYING AND SELLING A BUSINESS

An Entrepreneur's Guide

- **FIND THE RIGHT FINANCE AND ADVISORS**
- **STRUCTURE THE BEST DEAL**
- **KNOW YOUR EXIT STRATEGIES**

JO HAIGH

The Entrepreneurs Guide To Selling

Guy Rigby



The Entrepreneurs Guide To Selling:

The Entrepreneur's Guide to Selling Jonathan London, 2009-05-19 A guide to selling for entrepreneurs looking at sales as a cycle and highlighting the skills needed at each stage to make a sale discussing how customers or clients see the sales process examining the use of technology in sales and including tips on how to deal with stress and rejection **Go Do Deals**

Jeremy Harbour, 2020-12-08 Go Do Deals provides entrepreneurs with a practical method to source and buy companies without having capital and without borrowing lots of money For those who are ready to take the next step on the entrepreneurial ladder and make the shift from customer to shareholder value creation Go Do Deals shows them how to Bypass the brokers and find businesses that are NOT for sale Find approach and have positive conversations with potential sellers Structure deals so that they do not need to contribute cash upfront Choose the right deals and avoid buying themselves a job Know the best time to exit or sell their business Buying a company can double one's business in an afternoon free them from the treadmill of staff and customers and avoid the blood sweat and years of start up pain It's time to Go Do Deals *Flying Off the Shelves* Tessa Stuart, 2015 *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

The Entrepreneur's Guide to Sleaze-Free Selling Julia Kline, 2013-08 The Entrepreneur's Guide to Sleaze Free Selling introduces Julia Kline's 3 step Sleaze Free Sales formula This formula is a step by step blueprint to develop an effective yet heart centered sales and marketing strategy for small business By reading this book readers make a profound shift in the way they approach their customers And by so shifting begin to sell a lot more of products and services First readers will lay a new foundation for their sales strategy through introspection about how they currently approach sales customers and their goals This is accomplished by reviewing their own current sleaze factor Second they learn tactics to de sleaze their sales process fresh surprising techniques to help them remember that their customer is a real person one who does not respond well to the sleaze button And of course readers learn practical methods for turning their prospects no's into yeses using these new sleaze free techniques Third once their mindset has been shifted to this more heart centered approach Ms Kline turns the reader to practical application Topics include how to gain all the clients one ever needs how to talk to potential

clients about buying and how to close the sale In short by committing to read this book and complete the Action Plans at the end of every chapter readers will No longer think of sales as the most distasteful part of their job as a business owner Be fired up to go out and sell Feel no hesitation or queasiness about telling customers how much they charge and asking them to pay it Be eager to go out and meet lots of prospective new customers Have customers equally eager to engage in conversations Start making a whole lot more sales

Sell Value, Not Just Your Time: The Entrepreneur's Guide To Scaling Profitably Simon Schroth, 2025-04-23 Time based business models limit your ability to scale Sell Value Not Just Your Time shows you how to move away from hourly rates and create a business that sells high value solutions rather than just your time This book teaches you how to design offers that are based on the value you provide rather than the hours you spend You ll learn how to package your expertise into high ticket services create passive income through digital products and build a team that can deliver results while you focus on growing the business The book also covers pricing strategies sales tactics and how to build trust with clients so you can consistently close high value deals If you want to scale your business without being tied to time for money Sell Value Not Just Your Time provides the strategies to create a profitable scalable business

The Entrepreneur's Guide to Selling Dan Wilson, 2016-11-15 Most people I meet in business fit one of two categories One group are typically confused about how to transition into this digital reality that the internet created because it doesn't play by the same rules as traditional business The second group loves all things tech and seems to have troubles keeping a conversation going Those who are good at conversation still suck at prolonged eye to eye negotiation I m not very good at either so I needed to keep track of how to do both This book includes the sales toolkit that I ve come up with along the way

Go Do Deals Jeremy Harbour, 2018-12-16 GO DO DEALS provides you with a practical method to source and buy companies without having capital and without borrowing lots of money If you re ready to take the next step on the entrepreneurial ladder and make the shift from customer to shareholder value creation Buying a business can double your business and avoid start up pain

The Essential Sales Guide for Entrepreneurs and Business Owners Beverly Flaxington, 2017-11-10 If you re an entrepreneur if you own a business or if you plan to start one you re a salesperson whether you identify as one or not That can be a scary idea particularly if you associate the idea of sales with being pushy or aggressive But the bottom line is that you or someone on your team must sell effectively in order to take your business to the next level Sales permeates every aspect of your business and happens every time you remind a customer why they should do business with you It involves strategy focus and repeatable tactics for success The Essential Guide to Selling for Entrepreneurs and Small Business Owners is here to help Veteran coach and consultant Beverly Flaxington shows you that selling is about meeting needs developing relationships and leveraging those relationships to build and grow your business You ll learn how to sell in a comfortable professional manner to both meet and exceed your current goals Another fantastic guide for those of us on the unique journey of entrepreneurship What works for me is the step by step process This allows me

to see where I am in the process and what I m missing Bev is a great coach in person and in print If you want to move toward success this book is a must read Dr Kimberly Besuden **The Entrepreneur's Guide to Risk and Decisions** Thomas G. Pittz, Eric W. Liguori, 2020-01-02 Becoming a successful entrepreneur is impossible without accepting risk the question is which risk to take and at what time This guide offers practical no nonsense advice for marketing and financing your business bringing on partners and employees and launching your business as inexpensively and aggressively as possible Sales And Marketing For Entrepreneurs Guy Rigby, 2011 This eBook is about sales and marketing 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 *From Vision to Exit* Guy Rigby, 2011 A definitive and practical guide that covers every business area from strategy to finance management to marketing and business planning to exit Page 4 of cover Think Like a Boss, Act Like One - The Entrepreneur's Guide to Taking Full Control Silas Mary, 2025-02-22 Ready to step up and own your success Think Like a Boss Act Like One is the ultimate guide for entrepreneurs who want to take full control of their business mindset and future If you re tired of playing small second guessing yourself or letting circumstances dictate your success this book will show you how to think decide and execute like a true boss Inside you ll learn the mindset shifts that separate struggling entrepreneurs from those who dominate their industries You ll discover how to take bold action make high stakes decisions with confidence and build unshakable self belief so you can lead your business with authority and clarity But thinking like a boss isn t just about mindset it s about execution You ll get tactical strategies to optimize your time eliminate distractions delegate effectively and scale your business without losing control From setting clear priorities to making fearless moves this book gives you the blueprint to operate like a CEO from day one If you re ready to stop overthinking start leading and take full control of your business and life Think Like a Boss Act Like One is the game plan you need It s time to think big act boldly and build the empire you were meant for **The Entrepreneur's Guide to Running a Business** CJ Rhoads, 2014-05-28 The final entry in this all you need to know series summarizes the best points in the previous 12 books updates many of them and integrates must have knowledge into a unified indispensable whole Entrepreneurs need authors who will speak to them as equals sharing the secrets they found as they built their own businesses Crafted in that spirit Praeger s Entrepreneur s Guide series provides practical accessible and authoritative advice on the major considerations in establishing and growing a new venture Each book includes wisdom tales from the trenches worksheets templates sample documents and resource lists to help entrepreneurs leverage their time and money The Entrepreneur s Guide to Running a Business distills and shares the important points from each of the series previous books making the road to success smoother and more certain This culmination of the professional development series takes the reader through all the important steps of starting and running an enterprise It includes such essentials as writing the business plan hiring the team raising capital managing technology doing market research and of course marketing the

product Once the business is up and running the book can be consulted for advice on managing growth and inspiring and retaining employees as well as for knowledge about handling crises and flourishing even during a recession **It Only Takes a Moment to Score** Robert Moment,2004-05 Some books make us think while others make us believe It Only Takes a Moment to Score does both Demonstrating the art of selling business ideas based on the rules of a trusted advisor this special book imparts the wisdom of the ages with a new slant Showing us how to gain tremendous advantage over our competitors the SCORE Method will surely become the entrepreneur s best friend With powerful encouragement and insightful tools this special book discloses the means for succeeding in Corporate America A must read book for anyone eager to make their business a success **The Entrepreneur's Guide to Preparing a Winning Business Plan and Raising Venture Capital** W. Keith Schilit,1990 **Zero Risk Startup: The Ultimate Entrepreneur's Guide to Mitigating Risks When Starting or Growing a Business** Paulo Andrez,2025-04-10 Starting Businesses and Attracting Investors by Minimizing Risks In the world of startups and business innovation the promise of a revolutionary idea is often shadowed by the looming specter of risk But what if entrepreneurs could systematically diminish that risk paving a clearer path to success and securing the trust of investors Zero Risk Startup is not just another business guide for startups Paulo Andrez a serial entrepreneur and angel investor gives you a master class in understanding navigating and practically eliminating the inherent risks of your entrepreneurial journey He shares proven strategies and actionable insights that will not only safeguard your venture but also make it irresistibly attractive to investors Secure your success by putting the principles in Zero Risk Startup into action starting now **The Entrepreneur's Guide to Raising Capital** David Nour,2009-03-20 Ask any established business owner to identify his or her toughest challenge when just starting out and you ll likely get this answer raising capital Most aspiring entrepreneurs know far too little about the sources of money that can help start a business or fuel its growth Where do you get capital What are investors looking for How do you ask for money in a way that gets results This book answers these and many other critical questions Even more important entrepreneur and consultant David Nour shows how to develop long term relationships with financial partner the people who can help keep a business humming throughout its life The Entrepreneur s Guide to Raising Capital designed to help entrepreneurs navigate the money raising maze shows how to attract financing to fund the start up and growth phases any business moves through It answers the most common and the most perplexing questions entrepreneurs have about financing a business How do I put together a credible request for funds How do I choose wisely from among the plethora of financial and strategic investors consultants investment bankers and other intermediaries How do I identify and avoid the risks associated with various sources of capital How do I plan for the right kind amount and source of smart capital as the business evolves How do I get the highest return on invested capital How do I avoid the biggest mistakes entrepreneurs make when raising capital This book provides real life pragmatic advice from entrepreneurs who have raised money from friends family angel investors and banks as well as

institutional investors such as venture capitalists and private equity firms It details the process from start to finish while spotlighting the danger spots and ways to avoid them It will be especially useful to those who are uncomfortable making important financial decisions and to those who are confused by all the conflicting opinions offered by advisors both well meaning and otherwise By showing readers the financing ropes Nour removes a major source of stress for budding entrepreneurs and moves them closer to their dream come true a successful business *The Entrepreneur's Guide to Starting a Successful Business* James W. Halloran,1992 Widespread takeovers and corporate downsizing are prompting more and more people to abandon well trod career paths and enter the small business arena This revised and expanded second edition gives entrepreneurs solid authoritative guidance on starting and operating a successful business Includes chapters on the most exciting start up opportunities of the 90s Illustrated *Think Like a Shark, Win Like One: The Entrepreneur's Guide to Smart Decision-Making* Ahmed Musa,2025-03-13 Sharks are ruthless and strategic in their decision making and so should you be Think Like a Shark Win Like One teaches you how to adopt the mindset of a high performing entrepreneur who is always thinking several steps ahead This book provides actionable insights into making smart decisions calculating risks and executing with confidence You ll learn how to sharpen your instincts recognize opportunities before they arise and avoid common pitfalls that derail most entrepreneurs Whether you re a startup founder or an experienced business owner this book will help you think strategically and make decisions that drive success

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