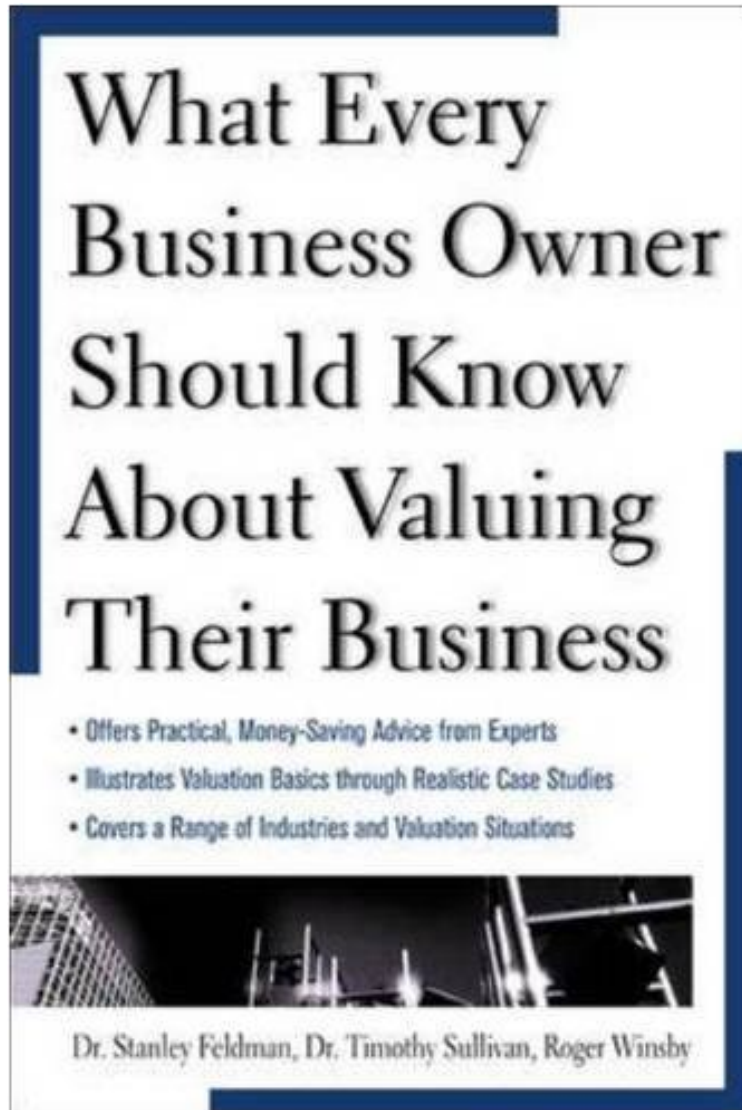


What Every Business Owner Should Know About Valuing Their Business

Stanley Feldman, Tim Sullivan, Roger Winsby
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Stanley Feldman, Tim Sullivan, Roger Winsby : What Every Business Owner Should Know About Valuing Their Business before purchasing it in order to gage whether or not it would be worth my time, and all praised What Every Business Owner Should Know About Valuing Their Business:

6 of 7 people found the following review helpful. Very good financial overview of selling your businessBy Joseph DeweyThere is one and only reason that these people wrote this book, and it is to promote their website, that does business valuations, [...] It's funny, because I went to this website once, but it was really confusing. The book,

however, isn't confusing. Basically, their service is a \$600 online business valuation where you type in your financials and answer an online questionnaire, and it spits out how much the value of your business is. However, they do provide a lot of content. And, this has some excellent stuff in it. It's mostly financial content related to maximizing the value of your business in a sale. But, that's the kind of thing that you really need if you're selling a business. I think that most business owners will probably pick up this book too late. The book recommends that you start your preparations to sell at least 3 years before you actually want to sell. This is targeted toward small business owners, and I've never met a small business owner who really plans that far in advance. Most people like that become medium-sized business owners very soon after they start planning. One weird thing about the book--the appendices are included after every chapter. I would recommend that you skip over them--they just regurgitate what was in the chapter. I wish they would have been all lumped into the back of the book, like they are with most books. I like to read books all the way through, and so having an appendix after each chapter was distracting.

0 of 0 people found the following review helpful. great book
By Roberto Antonio Anez
This is in one of the best books covering the subject of valuation! I knew about it on a radio show, was a great recommendation. Roberto Anez Nava
8 of 8 people found the following review helpful. Very useful information for the small business owner!
By A Customer
I found this book to be logical and informative about many matters that I've had trouble getting good information about. We small business people may often find ourselves going it alone, wandering about in the wilderness, so to speak. This book offers education and guidance about matters very relevant to the management of one's business in order to make it more profitable and ultimately more valuable at the time of sale. The ramifications of various decisions about what to include as tax deductible necessities are spelled out. I recognized how many times my desire to minimize my taxes had driven my decisions rather than looking at the larger picture--my need for an adequate retirement income. This is an even bigger issue for someone who hopes to ultimately sell their business to fund their retirement than for me as a professional practitioner. I especially liked the fact that the authors explained the various methods of business valuation and their underlying assumptions. They spelled out the pros and cons of each so that they could be selected for appropriateness as well as weighted if they were all combined to provide a ballpark figure. The examples were detailed, varied, and interesting. They seemed very realistic. They were effective at illustrating various points the authors wished to make. While this book is targeted more to owners and sellers, it would be very beneficial for any potential business buyers to read. It makes clear many areas to be probed so that there are not unpleasant surprises later on.... The book is quite inexpensive and the valuation service, although it sounds expensive at ... is inexpensive and fast compared to any other alternatives. The ways in which the information the valuation process yields can be used are amply demonstrated in the various examples. The authors are also available for consultation as part of the package and there are options to tailor services to meet a specific legal need. This book has the potential to save a business owner a tremendous amount of money if he or she plans to maximize the value of their business for 3-5 years prior to a projected sale, rather than manage their business in their usual way. It's a great resource to help business owners (and/or their families) prepare for transitions! Buy it and read it if you are a small business owner now or are considering becoming one!

The first easy-to-follow valuation handbook for business owners of every size
Accurate valuation of a business is generally complex to determine and costly to obtain. What Every Business Owner Should Know About Valuing Their Business provides business owners with the knowledge they need to obtain and understand a valuation and ensure they receive what they're paying for. Explanations include valuation basics, situations in which a valuation should be performed, what it should cost, and much more. Numerous case studies illustrate valuations for a wide variety of industries, variables, and situations. Practical valuation-related issues are given in-depth yet easy-to-understand coverage, including: What owners should and should not do during a valuation Pros and cons of various methods for buying or selling a business Legal and accounting aspects essential to fair valuation

From the Back Cover
Packed with money-saving advice for business owners
The First Practical Guide to Business Valuation
Written for Owners
Most small business owners will at some point need a business valuation; and despite its importance to their financial future, few understand how these numbers are determined. In What Every Business Owner Should Know about Valuing Their Business, a team of valuation experts provides a plain-English explanation of what a valuation is, the primary valuation methods, and what owners can do to make sure that they are getting the right answers--presented in realistic case studies. These cases include valuable "lessons learned" drawn from the experiences of hundreds of business owners. This book levels the playing field for owners in dealing with potential buyers, business brokers, valuation consultants, or the IRS. When your business is your most valuable asset, it pays to be prepared! Praise from a leading small business advocate: "A practical primer for small business owners who want to get the most for their business when they are ready to sell."--Jack Faris, CEO, National Federation of Independent Business
Praise from experienced entrepreneurs: "A must read for any owner of a private business--read it sooner rather than later. This book will save you time, money, and headaches."--Daniel O'Sullivan, CEO, Excelcion, Inc.
"This readable book takes the mystery out of business valuation for owners. It will make you an expert in how to manage a valuation of your business."--Joel Kutovsky, Owner, Kahn Associates
About the Author
Stan Feldman, Ph.D.

is an associate professor of finance at Bentley College and chairman of the valuation firm bizownerHQ. Tim Sullivan, Ph.D. is a professor of finance at Bentley College. Roger Winsby is the president of bizownerHQ, a strategic partner of the National Federation of Independent Business (NFIB) and the preferred provider of business valuation services for its members.