



# Harvest: The Definitive Guide to Selling Your Company

*David C. Tolson, Christopher J. Younger*

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## **THE BEST TIME TO SELL YOUR COMPANY IS BEFORE YOU NEED TO**

In the next ten to twenty years, most business owners will either hand their companies over to their children, shut their businesses down, or sell them. Smart business owners will plan for this years before they retire. Those who do not may find themselves settling for far too little, and this lack of planning may leave them unable to survive financially after their business is gone.

In HARVEST, deal experts Christopher J. Younger and David C. Tolson have created the ultimate step-by-step guide that will help you understand how to attain the maximum value for your business and create the perfect exit strategy.

In this book, you will learn how to:

- Evaluate your financial needs
- Plan your exit objectives
- Value your business
- Hire the right advisory team
- Understand financial statements and legal agreements
- Find a pool of potential buyers
- Enhance the value of your business through proper positioning, timing, and operational improvement
- Negotiate the transaction
- Close the deal

The authors' goal with this book is to convince you that the time you spend today thinking about the ultimate sale or transition of your business will yield some of the greatest rewards you will ever experience related to your business, both financially and personally.

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#### **Larry Munoz:**

Is it you actually who having spare time subsequently spend it whole day through watching television programs or just lying down on the bed? Do you need something totally new? This Harvest: The Definitive Guide to Selling Your Company can be the answer, oh how comes? A fresh book you know. You are thus out of date, spending your free time by reading in this completely new era is common not a geek activity. So what these guides have than the others?

#### **Donald Jones:**

In this particular era which is the greater person or who has ability in doing something more are more treasured than other. Do you want to become one among it? It is just simple way to have that. What you have to do is just spending your time very little but quite enough to possess a look at some books. Among the books in the top collection in your reading list is Harvest: The Definitive Guide to Selling Your Company. This book and that is qualified as The Hungry Hillside can get you closer in growing to be precious person. By looking way up and review this reserve you can get many advantages.

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