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EXIT: Prepare Your Company For Sale And Maximize Value

FOR CLOSELY HELD BUSINESS OWNERS



*Prepare Your
Company For Sale
& Maximize Value*

KYLE ENGER

Merger & Acquisition Consultant
Creator of the C.O.R.E. Methodology



Synopsis

An estimated 75 percent of American businesses will change hands in the next five years. How will you differentiate your business from the rest? EXIT provides answers for owners who want to go to market and maximize value. Now is the time to prepare. Kyle Enger's CORE method has helped thousands of business owners prepare for sale and achieve their goals. Whether you are a small service business or a large manufacturer, Kyle's proven approach will walk you through the complexities of selling your business and provide a road map to achieve the highest value possible. C is for Clarity. O is for Opportunity. R is for the risk. E is for Exit. Using the CORE method, you'll develop a detailed exit plan and gain the tools you need to execute that plan. Most closely held business owners don't have a friend who is a Wall Street investment banker to turn to for advice. Kyle guides you through the transaction process using his decades of experience buying and selling closely held businesses. Whether you're a business owner or a professional assisting in the sale of a business, EXIT has the tools, tips, and tricks you need to release the pressure on the transaction process.

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Customer Reviews

I've sold 5 businesses and I could only wish that someone had summarized everything in this book. It covers everything from getting maximum value to tax consequences. Wish there was a little more on the marketing side but that probably depends on your segment. In legal and consulting bills alone you would save a lot in buying this book, but consider the value you could maximize.

This book is a must read for anyone planning to sell a business and who has not been through the arduous process yet.

Great insight from an expert. Can't wait to put all this information to work!

Love this book

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