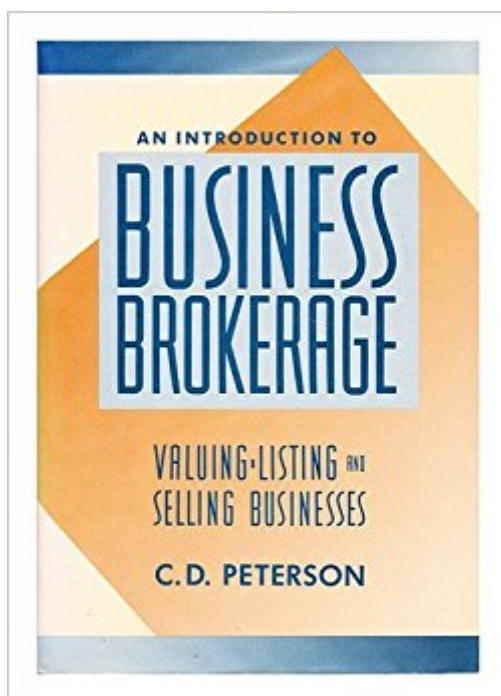


The book was found

# An Introduction To Business Brokerage: Valuing, Listing, And Selling Businesses



## Synopsis

More than one million businesses are started in the United States every year. This degree of entrepreneurship brings real opportunity for the intermediary who can help people buy and sell businesses. It gives readers all the steps necessary to help sellers realize maximum equity and buyers achieve their dreams of owning a business. Provides general background information on the market and business types available. Covers the listing presentation, pricing, marketing, selling businesses, qualifying buyers, negotiating, and closing on a business. Finally, business brokers will learn how to build and maintain a list of sellers and buyers as the base of future business.

## Book Information

Hardcover: 256 pages

Publisher: Wiley; 1 edition (March 27, 1991)

Language: English

ISBN-10: 0471539961

ISBN-13: 978-0471539964

Product Dimensions: 7.3 x 1.2 x 10.2 inches

Shipping Weight: 1.6 pounds

Average Customer Review: Be the first to review this item

Best Sellers Rank: #846,217 in Books (See Top 100 in Books) #196 in [Books > Business & Money > Management & Leadership > Consolidation & Merger](#) #16596 in [Books > Business & Money > Economics](#) #21481 in [Books > Textbooks > Business & Finance](#)

[Download to continue reading...](#)

An Introduction to Business Brokerage: Valuing, Listing, and Selling Businesses PRODUCT LISTING FORMULA (FOR YOUR E-COMMERCE BUSINESS): How to Write Amazing Product Listing That Converts Into Paying Customers [Watch ... Finish \(E-Commerce from A-Z Series Book 3\)](#) The Barbie Doll Years: A Comprehensive Listing & Value Guide of Dolls & Accessories (Barbie Doll Years: Comprehensive Listing & Value Guide of Dolls & Accessories) Understanding Business Valuation: A Practical Guide to Valuing Small to Medium Sized Businesses Freight Broker Business Startup: How to Start, Run & Grow a Successful Freight Brokerage Business Valuing Small Businesses and Professional Practices (Irwin Library of Investment & Finance) Valuing Small Businesses and Professional Practices The Dark Side of Valuation: Valuing Young, Distressed, and Complex Businesses (2nd Edition) The Dark Side of Valuation (paperback): Valuing Young, Distressed, and Complex Businesses The Market Approach

to Valuing Businesses Start Your Own Freight Brokerage Business: Your Step-By-Step Guide to Success (StartUp Series) 475 Tax Deductions for Businesses and Self-Employed Individuals: An A-to-Z Guide to Hundreds of Tax Write-Offs (422 Tax Deductions for Businesses and Self-Employed Individuals) Etsy: Etsy Business: 50 Beginner Success Tips to Make Money Online with Etsy: Launching, SEO, Marketing, Selling, Pricing, and More! (Etsy SEO, Ebay, Making ... Etsy businesses, Etsy Beginner Ideas) Buying, Selling, and Valuing Financial Practices, + Website: The FP Transitions M&A Guide (Wiley Finance) Taxes For Small Businesses, QuickStart Beginner's Guide To Understanding Taxes For Your Startup, Sole Proprietorship, and LLC ( tax, taxes for small businesses, sole proprietorship) 422 Tax Deductions for Businesses and Self-Employed Individuals (475 Tax Deductions for Businesses & Self-Employed Individuals) Taxes & Accounting for Small Businesses - QuickStart Guides: The Simplified Beginner's Guides to Taxes & Accounting for Small Businesses Getting New Things Done: Networks, Brokerage, and the Assembly of Innovative Action Valuing a Business, 5th Edition: The Analysis and Appraisal of Closely Held Companies (McGraw-Hill Library of Investment and Finance) How to Raise Capital : Techniques and Strategies for Financing and Valuing your Small Business

[Contact Us](#)

[DMCA](#)

[Privacy](#)

[FAQ & Help](#)