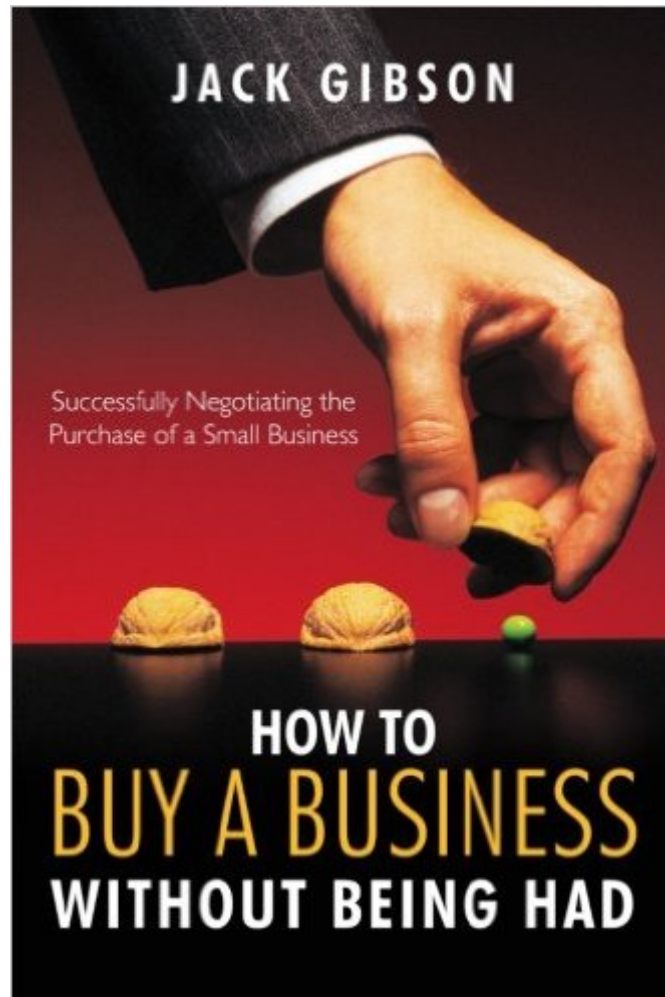


The book was found

# How To Buy A Business Without Being Had: Successfully Negotiating The Purchase Of A Small Business



## Synopsis

Before you start wading through the buying process, it's imperative to learn about common pitfalls that often trip up unwary buyers and how to determine a fair value for a business that attracts your interest, even businesses that at first glance appear to have little or no reported earnings. Mr. Gibson, who has been helping buyers and sellers for more than thirty years, helps you do your due diligence. Make it a point to gain all the knowledge you can as you think about one of the most important financial decisions of your life. Learn what constitute the elements of value, why adjustments to financial statements are important and how to determine the accuracy of financial statements. Gibson also describes how to prepare a purchase contract that will protect your interests and ensure a smooth closing. You'll read case studies that help you discover if profits are overstated or, maybe, understated as in the case of "hidden" assets. And you'll read comments from experienced business owners who wish they had known more about how to avoid the common mistakes many buyers make. The book also contains a useful study and discussion guide.

## Book Information

Paperback: 254 pages

Publisher: Trafford (October 14, 2010)

Language: English

ISBN-10: 1426936184

ISBN-13: 978-1426936180

Product Dimensions: 6 x 0.6 x 9 inches

Shipping Weight: 15.7 ounces (View shipping rates and policies)

Average Customer Review: 4.8 out of 5 starsÂ Â See all reviewsÂ (10 customer reviews)

Best Sellers Rank: #230,360 in Books (See Top 100 in Books) #49 inÂ Books > Business & Money > Management & Leadership > Consolidation & Merger #252 inÂ Books > Business & Money > Management & Leadership > Negotiating #3364 inÂ Books > Business & Money > Skills

## Customer Reviews

I know this book is titled "How to buy a business without being had" but it also proves to be a valuable resource when selling a business. This book allowed me to sell my business for top dollar. The knowledge gained from the book allowed me to explain in detail to the seller why and how I arrived at the price of the business. That detailed explanation allowed me to get my full asking price without the hassle of extensive negotiations. Buying a business is a huge undertaking. This book will help you uncover what you are truly buying and avoid any pitfalls that may come up during the

purchase. The authors experience is very evident as he provides many real life examples to help you understand the various concepts and strategies presented in the book. I would highly recommend this book to anyone buying or selling a business.

I have had the privilege of meeting this author. His passion for helping others in business is quickly evident when he shares his stories. As a new business owner, I highly recommend that you use this book as a guide to help you build a business that buyers will be excited about finding. The information Jack Gibson shares about buying a business is rarely considered until that day you decide to sell. Read it now, refer to it often and when that day comes, you will surely get top dollar for your business. If you're in the market to buy a business, this book pulls the curtains back and helps you assign value or liability to what your're seeing. Contrary to what the Wizard of Oz said, you really must pay attention to what's behind the curtain.

This is a must read for anyone thinking about buying a business. Using case studies and simple, easy to understand language, Jack Gibson lays out the common missteps made by people buying a business and how to avoid them. Jack Gibson's 30+ years of hands-on experience assisting buyers of small businesses comes through. This book is easy to read, yet provides detailed information and tools as well for those wanting to go deeper.

I have ordered a few other books related to buying a business and how to perform a valuation. Several books are meant for college level courses and include ridiculous methods that would never apply to buying a small business. Several of these "text" books are thousands of pages with crazy formulas that may be used to buy a fortune 500 company. This is not that type of a book. This book applies real world examples and simple terminology for anyone who is looking to buy a small to medium size business. If you have ever spoken to a business broker and asked for financials, you know that typically the results are messy and never perfect. This book explains how thorough you still have to be and different ways of valuating a company. Great book.

I have looked at a lot of books on this topic and this one is by far the best. Not just \*packed\* with specific, useful information but also very clear to a non-expert. It is well written and full of useful examples. The author has a lifetime of experience to share. I cannot understand why, when searching 's site, it took so long for this book to come up.

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

How to Buy a Business without Being Had: Successfully Negotiating the Purchase of a Small Business  
The Franchise Game: Discover The 7 Strategic Moves To Buying A Winning Franchise -  
How To Buy A Franchise - Franchising - How To Buy A Business (How To ... Types of Franchising  
You Can Buy Book 1) Buy "Hot" Franchises Without Getting Burned - A How To Franchise Guide:  
Helping You Make the Best Decision When You Buy A Franchise Negotiating Genuinely: Being  
Yourself in Business Buy Gold and Silver Safely: The Only Book You Need to Learn How to Buy or  
Sell Gold and Silver Negotiating the Impossible: How to Break Deadlocks and Resolve Ugly  
Conflicts (without Money or Muscle) Getting to Yes: Negotiating Agreement Without Giving In How  
to Make Your Small Business Look Larger Even on a Budget: Enhance Your Business Image  
Without Breaking the Bank (Business Basics for Beginners) Quickbooks: A Simple QuickBooks  
Guide to Best Optimize Bookkeeping for Your Small Business (2nd Edition) (Quickbooks,  
Bookkeeping, Quickbooks Online, Quickbooks ... Business Taxes, Small Business Accounting) The  
Point of Purchase Design Annual, No.9 Point of Purchase Design Annual Number 8 World of  
Reading Avengers Boxed Set: Level 1 - Purchase Includes Marvel eBook! The Louisiana Purchase:  
Would You Close the Deal? (What Would You Do? (Enslow)) Norwegian Forest Cats and Kittens.  
The Complete Owners Guide.: Includes advice on purchase, care, health, breeders, re-homing,  
adoption and diet. Cars / Planes: Fly-and-Drive Read-Along Storybook and CD: Purchase Includes  
Disney eBook!: CD Features 4 Stories with Character Voices and Sound Effects! Jefferson's  
America: The President, the Purchase, and the Explorers Who Transformed a Nation Disney Parks  
Presents: The Haunted Mansion: Purchase Includes a CD with Song! Sofia the First The Secret  
Library: Purchase Includes Disney eBook! Sofia the First Princesses to the Rescue!: Purchase  
Includes a Digital Song! Stack Silver Get Gold: How To Buy Gold And Silver Bullion Without Getting  
Ripped Off!

[Dmca](#)