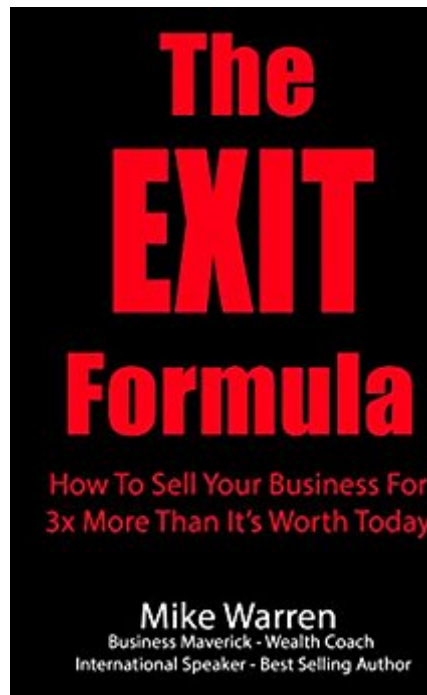


The book was found

# The EXIT Formula: How To Sell Your Business For 3x More Than It's Worth Today



## Synopsis

One of the most disheartening industry statistics that I have seen is that as few as 15% of all businesses are ever sold. The other 85% simply fade away, are closed by the owners because they couldn't sell, or go out of business and have their assets liquidated. The information you're about to learn in this book will show you how to not only ensure that you're in that lucky 15% that are able to sell their businesses, but also how to prepare your business so that it sells for the maximum amount possible and under the best circumstances for you.

- An overview of the small business sale process
- Steps to follow as you prepare your business for sale
- Information on how to effectively market your business for sale
- Advice regarding buyer-seller negotiations
- Advice on assembling a sale team and maintaining confidentiality
- Advice on financing and tax implications

It's never too early to start thinking about your eventual exit. Start taking steps today to prepare your business for sale to maximize your long-term value and create a more profitable company along the way.

## Book Information

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## Customer Reviews

This is one thoroughly researched and well-explained book. The strategy and systematization behind the science (and art - don't let anybody kid you - this takes creative "juice" too) of getting your business noticed, to where there's a Killer Value Proposition to anybody in and around it TAKES WORK. Mike's insights will help you leverage your time to get to the end results... highly, highly recommend.

To vast number of his diverse Clients, "Mike Warren repeatedly demonstrates his 'Unique-Mastery' for Knowing-More" about re-adapting business fundamentals to Changing Market Conditions, Trends & Demands" for Owners. His book offers "a look behind that curtain" Warren most-critically & purposefully achieves Business-Owners' increased-assurance for "Future-Survival & Continued-Growth"...either by enhancing their prospects for sustaining an ongoing Family Legacy...or an exceptionally-rewarding and very well-planned "EXIT".

While very early in the startup phase, the information provided offers a clear road map for the serial entrepreneur in us all...regardless of age.

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