

## The Complete Guide to Selling a Business

Fred S. Steingold



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The most comprehensive, easy-to-use guide to selling a business available!

It covers:

- . getting your business ready to sell
- . pricing your business and valuing your assets
- . finding the right buyer
- . analyzing the tax issues
- . negotiating a payment plan and other terms of sale
- . planning your future relationship with the business
- . limiting your liability
- . working with lawyers, accountants and brokers
- . closing the deal and transferring the business to its new owner

*The Complete Guide to Selling a Business* helps you create more than two dozen crucial documents for both asset and entity sales, including:

- . the sales agreement
- . confidentiality letter
- . promissory notes and security agreements
- . noncompete and consulting agreements
- . closing checklists

This edition is completely updated with the latest tax considerations, and now provides more advice on marketing the sale of your business.

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