



## Selling Your Business? Get Prepared!

*James Witham*

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# Selling Your Business? Get Prepared!

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**Selling Your Business? Get Prepared!** James Witham

MAXIMIZE YOUR CHANCES OF SUCCESSFULLY SELLING YOUR BUSINESS BY BEING PREPARED! Most business owners will sell a business only one time in their life. Most have not planned ahead. Most have no idea what is involved in the process. Most are totally unprepared. Having acquired several companies across a broad spectrum of industries, the authors faced extreme frustration working with business owners who were not ready for the rigorous process of selling their business. This book provides a straightforward guide to help entrepreneurs get prepared to sell their business. Included are thought-provoking tasks as well as more than 30 anecdotes interspersed throughout the text depicting acquisition scenarios the authors have encountered and the lessons that can be learned from each. Whether you are contemplating selling now or some time in the future, it is never too soon to get prepared to sell your business!

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