



# Buying Your Own Small Business

**Anthony S. Fauci**



## **Buying Your Own Small Business:**

**HBR Guide to Buying a Small Business** Richard S. Ruback, Royce Yudkoff, 2017-01-17 An all in one guide to helping you buy and own your own business Are you looking for an alternative to a career path at a big firm Does founding your own start up seem too risky There is a radical third path open to you You can buy a small business and run it as CEO Purchasing a small company offers significant financial rewards as well as personal and professional fulfillment Leading a firm means you can be your own boss put your executive skills to work fashion a company environment that meets your own needs and profit directly from your success But finding the right business to buy and closing the deal isn't always easy In the HBR Guide to Buying a Small Business Harvard Business School professors Richard Ruback and Royce Yudkoff help you Determine if this path is right for you Raise capital for your acquisition Find and evaluate the right prospects Avoid the pitfalls that could derail your search Understand why a dull business might be the best investment Negotiate a potential deal with the seller Avoid deals that fall through at the last minute Arm yourself with the advice you need to succeed on the job with the most trusted brand in business Packed with how to essentials from leading experts the HBR Guides provide smart answers to your most pressing work challenges

**Buying Your Own Business** Russell Robb, 2008-05-01 Buying your own business is the shortest route to realizing that dream and often financially safer than starting from scratch Buying Your Own Business 2nd Edition is the essential reference to reaching your goal This completely revised and updated guide offers more strategies and tips than ever You'll learn how to Identify business opportunities Plan an acquisition strategy Evaluate target businesses Negotiate a fair arrangement Close the deal Also included are completely new sections on how to Utilize online resources Revitalize a sluggish company Assess a company's strengths and weaknesses Prepare for tax season with up to date changes in tax laws With more than twenty years of experience buying and selling businesses Russell Robb provides the practical step by step advice you need to buy a business and make it your own Russell Robb is a twenty year veteran in the mergers and acquisitions business providing investment banking and corporate finance advisory services to a wide range of middle market companies He served as president of the Boston Chapter of the Association for Corporate Growth ACG and as president of the 9 000 member Association for Corporate Growth International headquartered in Chicago Robb is the author of Streetwise Selling Your Business and the first edition of Buying Your Own Business He is currently the managing director of Tully Holland Inc He lives in Cambridge MA

**Kiplinger's Personal Finance**, 1986-06 The most trustworthy source of information available today on savings and investments taxes money management home ownership and many other personal finance topics

**Buy Your Own Business: The Definitive Guide to Identifying and Purchasing a Business You Can Make a Success** Mitchell B. Stern, 1998-06-16 An attorney offers a comprehensive field guide that shows how to define goals and map out sure fire strategies for finding and ultimately buying a business that will work for the buyer

**Successfully Buy Your Business**

Andrew Rogerson, 2011-01-11 If you've always thought you would like to own and operate your own business but were never

sure where to start this is the guide for you This 172 page workbook starts by asking the question if business ownership is for you It then explains the options available to you and then takes you through in detail a step by step process to determining what sort of business you can buy what you will need to buy a business and how to evaluate a business for sale It also includes the steps to prepare for business ownership with your legal entity understanding business licenses and permits how to obtain finance to buy a business accounting processes and terms financial planning tools such as profit and loss projectors sales forecasts how to create business plans sales and marketing plans There are lots of checklists resources other planning sheets and tools so when you buy your business you are up and running as quickly as possible for maximum profit

Small Business For Dummies Eric Tyson, Jim Schell, 2024-03-06 Easy to follow advice on launching managing and growing your business and making it pay off Small Business For Dummies is the essential guide you need to owning and operating a small business You re ready to add your name to the roster of business owners and this book is here to give you the advice you ll need at all stages of the game Start off with insight on preparing to launch a small business including picking the right business to pursue and getting all the paperwork in order If you want to purchase an existing business this book also has you covered Plus you ll learn how to wear all the hats a small business owner must wear including being your own HR manager accountant and marketer and to make it all work Create a business plan and learn how to fund your business idea Tackle the basics of small business bookkeeping so you can budget for success Explore the idea of purchasing a business and hire excellent employees Avoid the most common mistakes that first time business owners make This jargon free book meets small business owners wherever they are on the road to business success Small Business For Dummies is great for those just toying with the idea of opening a business and for those who already call themselves boss but need a few extra pointers on making things run smoothly

*How to Acquire the Right Business* John Psarouthakis; Lorraine Uhlaner, 2009-02-26 Buying a company is a demanding complex process requiring a wide range of skills and abilities If you understand this process thoroughly then you are far more likely to make the right purchase decision Whether you are buying the corner ice cream parlor or a 100 million business following certain steps will enhance your chances of successfully operating a profitable venture once the deal is closed This book should help you to visualize what really goes on in the making of a business deal

Basis for the Book Information for the book is drawn from several sources The book heavily reflects the first hand practical experience in deal making by the author Dr John Psarouthakis He has led the buying process for about 40 acquisitions and has been a part of a team of a dozen others during his business career as an entrepreneur and business executive Most of his direct experience comes from purchasing and selling deals for his own two companies J P Industries Inc and JPE Inc In the 1980 s Psarouthakis founded and built J P Industries into a Fortune 500 company by acquiring underperforming auto parts and plumbing products manufacturers selling the company to a British conglomerate T the remaining 15% were indeterminate There is one overriding reason for this high rate of failure and that is overpaying for the acquired company

Overpayment is a result of 1 an overoptimistic expectation of the market 2 a higher than realistic estimate of internal improvements developments and 3 allowing oneself into a horserace leading to an overprice due to the bidding process that the seller has succeeded to establish In order to avoid as much as possible the above this book presents a process based on many years of experience that resulted in the acquisition of over 50 deals and equivalently the sale of such acquired companies Successful Acquisition Process 16 Steps One enters into a rather specific process when one decides to acquire a business and particularly the right business You must manage and control the process if the result is to have a good chance to be the desired one The acquisitions process involved several distinct steps and sub steps that need to be attended to with extreme care and dealt with expertly and skillfully These steps are 1 Know what you want to acquire 2 Set up criteria to guide you on what you want to buy 3 Set up a plan on how you will proceed 4 Identify build your team that will work do and manage the process with you 5 Develop a network of credible sources for acquisition candidates 6 Screen

Environmentally Preferable Purchasing Program ,1997      Buying Your Own Business Russell Robb,1995 Buying a new business can be very complex with large amounts of money changing hands In addition many buyers encounter serious problems with their new business after the transaction has been closed Filled with real cases covering both good and bad transactions Buying Your Own Business shows every aspect from identifying opportunities planning your acquisition strategy placing a fair value on the target business negotiating fair terms and closing the deal It also includes evaluation techniques legal and tax issues using intermediaries and investigating small family owned and troubled companies      **How to Run a Small Business** J.K. Lasser Tax Institute,1974      *Buy Your Own Business With Other People's Money* Robert A. Cooke,2014-10-21 Most entrepreneurs interested in buying a business naturally assume they need large amounts of cash to work a deal In fact there are other ways to fund an entrepreneurial venture particularly through seller financing This simple straightforward guide covers every possible source of financing available for wannabe business owners how to deal with sellers and how to use asset financing selling equity and asset protection Buy Your Own Business with Other People s Money shows that you don t have to be rich to buy a business you just need to be creative in financing your new business For everyone who dreams of owning a business one day this book has the answers      **Own Your Future** Bill Grunau,2009-03 Rarely do you come across a book that provides hands on practical advice in every chapter Bill s real life experiences as an entrepreneur CEO and business broker leave the reader with a blueprint for business acquisitions Ivory tower theory is not going to go a long way in an acquisition one needs to get down in the trenches as Bill explains chapter by chapter Karl Fava Principal Business Financial Consultants Bill s polished style of writing reflects a common sense approach to buyer and seller concerns through the acquisition and divestiture process A must read for first time buyers and sellers of privately held businesses Glenn Haddad Corporate Trainer and Business Intermediary I couldn t recommend a more salient primer for persons interested in purchasing a business Bill Grunau distills the complexities of the purchase and sale of businesses into a

plain English and common sense format that will allow inexperienced buyers or sellers to confidently spot and navigate potential minefields in the transaction Undoubtedly the book can allow its reader to make better decisions ones that will lead to successful results profitability and peace of mind Thomas Lombardi Founding Partner Palmer Lombardi Donohue Law Firm Learn the ins and outs of buying privately held businesses and take the first step to accomplishing your dreams and becoming a success in Own Your Future William Grunau a corporate executive and entrepreneur with decades of experience explains how you too can become your own boss In this comprehensive guide on owning your own future you ll learn How to finance an acquisition with Small Business Administration financing How to use your 401K or IRA funds to buy a business without penalties or taxes How to write offers How to conduct due diligence How to develop a 100 day and first year plan How to develop an exit strategy And much more Unveil the mystery and secrets behind how deals are really done that only the insiders know With this book the process is demystified with step by step practical examples tools and tips that are easy to follow and apply Whether you are ready to search for the right business obtain financing or determine the value of what you want to buy Grunau carefully guides you every step of the way It s time to stop sitting on your hands it s time to Own Your Future     **How to Buy a Good Business with Little Or None of Your Own Money** Lionel Haines,1987 An authoritative step by step guide to the leveraged buy out of businesses otherwise known as buying a business with someone else s money     *Buying Your Own Small Business* Brian R. Smith,Thomas L. West,1985-01 Describes the advantages of purchasing a business explains how to analyze business opportunities and discusses negotiations business plans and financing     Business Books Newark Public Library. Business Branch,1927     *Business Magazine* ,1924     **Ebony** ,1964-07 EBONY is the flagship magazine of Johnson Publishing Founded in 1945 by John H Johnson it still maintains the highest global circulation of any African American focused magazine     *You Can Buy a Business* Ted di Stefano,1999-10 There s no other book on the market that explains the acquisition process in such a logical easy to understand manner     **Psychology** ,1928     **Business** □□□□□□□□□□,2003

## Unveiling the Magic of Words: A Review of "**Buying Your Own Small Business**"

In a global defined by information and interconnectivity, the enchanting power of words has acquired unparalleled significance. Their capability to kindle emotions, provoke contemplation, and ignite transformative change is truly awe-inspiring. Enter the realm of "**Buying Your Own Small Business**," a mesmerizing literary masterpiece penned by a distinguished author, guiding readers on a profound journey to unravel the secrets and potential hidden within every word. In this critique, we shall delve to the book is central themes, examine its distinctive writing style, and assess its profound effect on the souls of its readers.

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### **Buying Your Own Small Business Introduction**

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