

What Every Business Owner Should Know About Valuing Their Business



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Stanley Feldman



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Packed with money-saving advice for business owners, the first practical guide to business valuation is written for owners. Most small business owners will at some point need a business valuation; and despite its importance to their financial future, few understand how these numbers are determined. In "What Every Business Owner Should Know about Valuing Their Business", a team of valuation experts provides a plain-English explanation of what a valuation is, the primary valuation methods, and what owners can do to make sure that they are getting the right answers - presented in realistic case studies. These cases include valuable "lessons learned" drawn from the experiences of hundreds of business owners. This book levels the playing field for owners in dealing with potential buyers, business brokers, valuation consultants, or the IRS. When your business is your most valuable asset, it pays to be prepared! 'A practical primer for small business owners who want to get the most for their business when they are ready to sell' - Jack Faris, CEO, National Federation of Independent Business. 'A must read for any owner of a private business - read it sooner rather than later. This book will save you time, money, and headaches' - Daniel O'Sullivan, CEO, Excelcion, Inc. 'This readable book takes the mystery out of business valuation for owners. It will make you an expert in how to manage a valuation of your business' - Joel Kutovsky, Owner, Kahn Associates.

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