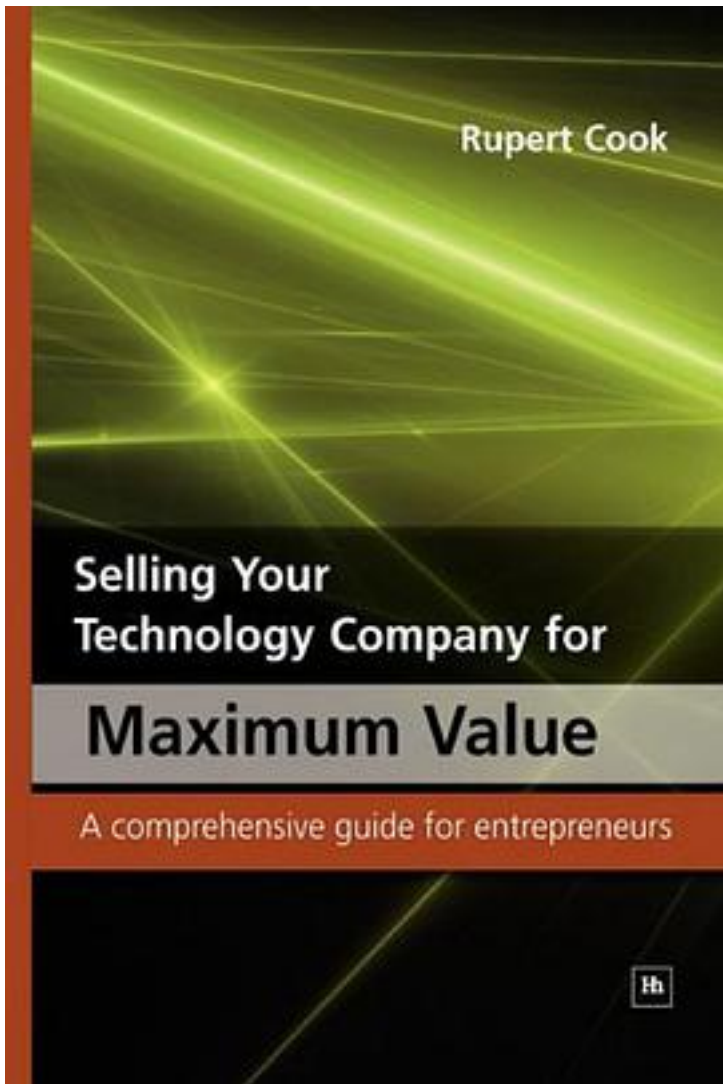


Selling Your Technology Company for Maximum Value



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Most technology entrepreneurs start companies and spend years of their lives building them, with the goal of generating significant wealth through a successful sale. For many, the sale of their company is a one-off event for which they have little or no experience, but whose outcome can make the difference between true financial security and years of frustration and regret. This book gives honest, practical advice for investors, executives and owners of technology businesses on how to prepare their businesses for sale at maximum value, how to manage and maximise the process, and how to secure a successful sale at the end. Including useful information on everything from first thinking about a far-off sale prospect, making the business attractive to acquire, appointing advisers, managing due diligence, contract negotiation and closing the sale, this is a practical guide to help avoid all of the painful pitfalls that so often plague people when they come to sell.

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