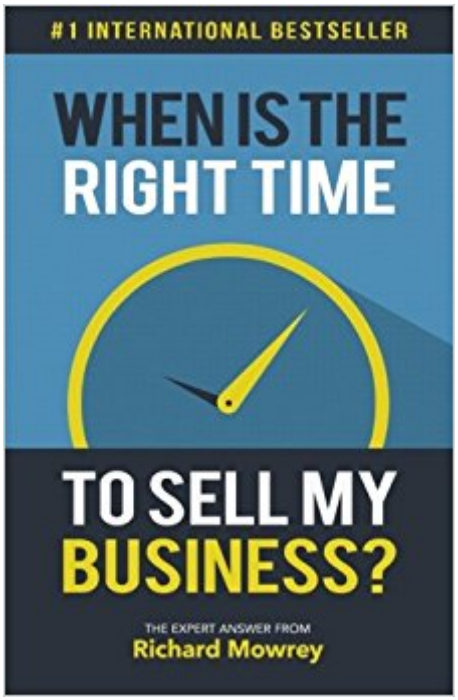
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When Is The Right Time To Sell My Business?: The Expert Answer By Richard Mowrey



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Synopsis

NOW AN INTERNATIONAL BEST SELLERÃ¢â ¬Å“The very best way to predict the future is to create itÃ¢â ¬Â•In his new book, When Is The Right Time To Sell My Business?, Richard Mowrey tackles a decision point that many business owners inevitably find themselves in.To really ensure an informed decision can be made, he delves deeper into this question to guide you through a very actionable series of steps.Mowrey helps business owners examine their businessÃ¢â ¬â„¢ value attributes, personal assets, and the types of plans that need to be in place in order to sell the business. He then focuses on four major areas of personal assessment to help crystalize oneÃ¢â ¬â„¢s readiness to start the process of selling their business.Mowrey emphasizes, Ã¢â ¬Å“It is time to stop silently asking the question and then formulating the answer. It is time to focus on the answer first.Ã¢â ¬Â•By shifting oneÃ¢â ¬â„¢s focus on the answer, hesitation and fear can be minimized, resulting in a decision backed by confidence.In addition to providing guidance and expertise to the decision-making process, Mowrey offers specific objectives required of the business owner as they start the next phase of their life.By examining the factors addressed in this book now, a business owner will have all the necessary components in place when the opportunity to sell arises or when they decide to initiate the opportunity themselves.Mowrey focuses on the basics of business valuation and readiness assessment Ã¢â ¬â œ both qualitative and quantitative Ã¢â ¬â œ in order to help the owner prepare to sell their business. From there the focus shifts to value enhancement and strategic planning because as he explains, Ã¢â ¬Å“Price is what you receive, value is what you deliver.Ã¢â ¬Â• Together, all this preparation and the ultimate execution of a transfer plan will require both focus and a good measure of personal energy.Mowrey also addresses:Your personal finances so you can be prepared to be without the business once it is soldHow family plays a role in decisions and succession planningThe difference between financial buyers, strategic buyers, and industry buyersVarious ownership transfer scenariosWhile reading this book you will focus on specific actions, such as:Answering twenty highly targeted questions to fire you up to start planning journeyTaking four essential steps to now to begin to prepare to sell your businessEducating yourself on the market factors that buyers use to make purchasing decisionsIdentifing who needs to be on your merger and acquisition advisory teamFor any business owner, the thought of someday selling their business can be overwhelming and confusing Ã¢â ¬â œ generally raising more questions than they are prepared to answer. But thanks to his expertise and ability to guide readers through a carefully thought out, systematic approach, Rich Mowrey is able to reduce the uncertainty and provide a path that will lead to a confident and ideally more profitable sale of their business.

Book Information

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Customer Reviews

"Billions of dollars of privately-held business value can be transferred in the next two decades. Do it right. Follow the process outlined in this timely guide."--D.A. (President of national valuation service provider)Ã Â "Critically important recommendations for every business owner from one of the best ownership transfer experts in the business."--J.G. (Partner, M&A practice group, national law firm)Ã Â "An essential read. Richard makes the complex simple and easy to understand. Use his advice, as I did, to maximize the value of your business."--J.M. (Partner in multiple privately-held businesses)

This book is an easy-to-read summary of the whole process. I am, myself, an experienced business broker, business appraiser and coach for smaller businesses (Less than $5MM Annual Sales). Richard is a nationally well-known expert M&A intermediary, appraiser, and consultant in the sale of slightly larger businesses ($5MM Annual Sales +). His book offers a crystal clear explanation of the process, ideal for a business owner starting to think about the business selling process. Because it is simply explained, this book is relevant to the small business owner as well as Richard’s "middle market" owner. I found Chapters 3 and 4 to be especially useful outlines for valuing a business and for planning to enhance its value. Chapter 6 covering the various scenarios of how a business can be sold is a great summary. I also thought the many suggested questions in the Appendices would be good starters for family, partnership and broker/seller discussions.

Excellent thought processes and information on how to handle decisions that can be vastly complicated. It can be difficult to determine the whens and hows of parting with ownership in a business, but doing it at the right time for you and at the right time for your buyer can be huge. Ideally both sides want to hit the best place in the time/value curve for their own goals...learn from an expert!

I've been involved with business sales and acquisitions of privately held companies for over 40 years. Every business owner must exit their business sooner or later. Some owners exit feet first and someone else handles the exit process. Others plan for the exit and often retire millionaires. This book will help you exit your business at the right time and for maximum value. Nice job Richard!

I was very pleased with this book and felt the time reading it was well spent. Even if retirement or the selling of your business is off in the distance, this book provides some very useful perspectives for making decisions along the way. It will start you thinking about timing, how to attain the best valuation and eventually an easier sale. Recommend to small and medium business owners.

Richard has done a great job of covering all aspects in preparing for the sale of a business. He provides step by step instruction for preparation and timing that is right for yourself, your family and your management team. A must read for any small to mid-size business owner, even if a sale is not on your current to do list.

In "When is the Right Time to Sell My Business," Richard Mowrey converted a complex subject into understandable words. As a previous business owner who sold a business, I highly recommend this book to any business owner or for anyone about to start a business. It's excellent!

Very concise and complete book on how to prepare yourself and your business prior to selling it. Great reference even if you decide not to sell on optimizing your business for function and value

Excellent book from a highly educated author. Pick a copy up, you wont be disappointed. Easy to associate your business to the examples given throughout the book.

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