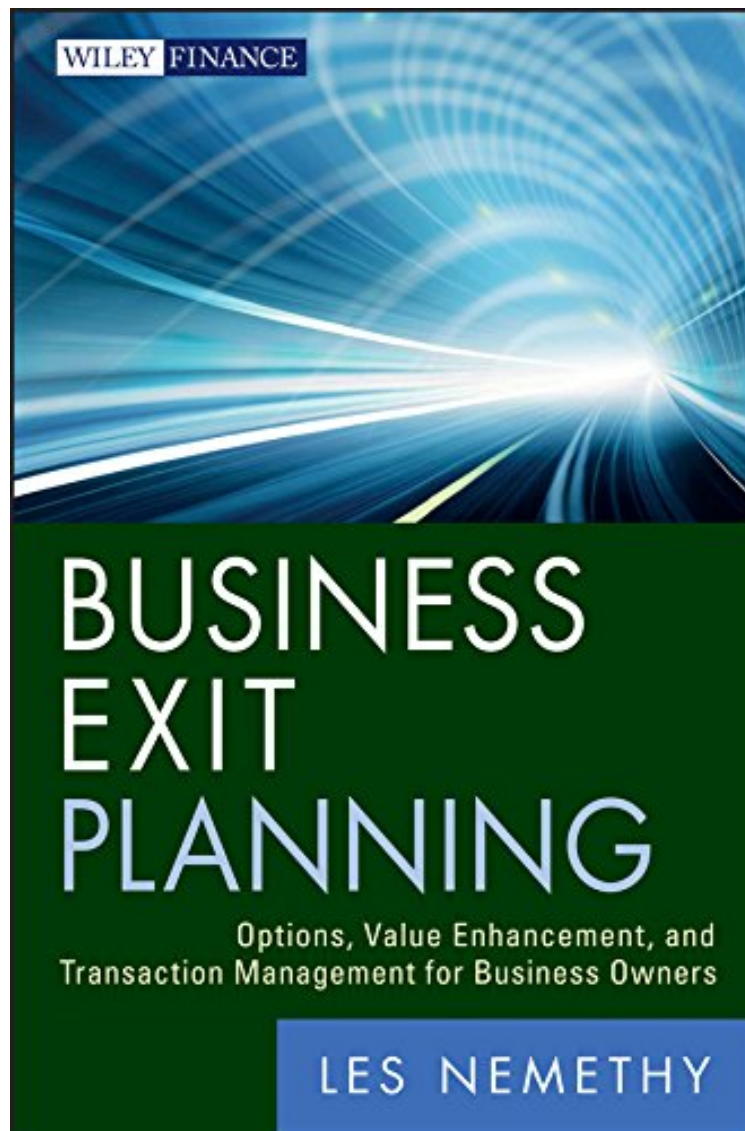


[Download] Business Exit Planning: Options, Value Enhancement, and Transaction Management for Business Owners (Wiley Finance)

Business Exit Planning: Options, Value Enhancement, and Transaction Management for Business Owners (Wiley Finance)

Les Nemethy

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Les Nemethy : Business Exit Planning: Options, Value Enhancement, and Transaction Management for Business Owners (Wiley Finance) before purchasing it in order to gage whether or not it would be worth my time, and all praised Business Exit Planning: Options, Value Enhancement, and Transaction Management for Business Owners (Wiley Finance):

2 of 3 people found the following review helpful. Too VagueBy Vincent BataoelThis book is 80% bullet points and

anecdotes, and it lacks any real meat. If you are looking for a "how to" primer on adding value or gearing up toward exit, you will be completely disappointed. You might as well Google "exit planning", at least then you would get some advice with teeth. 1 of 1 people found the following review helpful. Totally recommended for business owners

By Customer It is very practical for anyone aiming to grasp more than an idea on business exits strategies. Mr. Nemethy not only introduces concepts that are of high use for any business owners or participants, but also accompanies the prose with real-life case studies and personal experiences. The book is really a must-read for anyone, but especially business owners from emerging markets who might benefit the most. The book represents a practical guidance and introduces specific points that should be planned in advance. 1 of 1 people found the following review helpful. All business owners need to read this one!

By Paul Renaud Having only started on the entrepreneurial path 7 years ago, exiting my business was the last thing on my mind. Les Nemethy's book gave me a 'wake up call' in other words, I had completely missed this aspect of my business. His book is informative, interesting, easy to read and it's a perfect planning guide. I no longer look at my 'going concerns' the same way as I am now adopting the principles in this book and Les's sound advice. I work with many scale-ups and mid-size companies and I suggest this book in order to learn and plan ahead. Strongly recommended!

The most viable exit strategies for owners of mid-sized companies For many business owners, cashing out of a business is a lifelong dream. For some, exiting a business can be a nightmare. *Business Exit Planning: Options, Value Enhancement, and Transaction Management for Business Owners* provides a comprehensive view of what every business owner needs to know to plan and execute a business exit. The book includes 30 relevant mini-case studies on business exit planning and transaction management, as well as a glossary of frequently used technical terms. Details options for those owners who no longer want to be active in the business, as well as for those who want to remain invested. Covers a wide range of topics related to business exit planning and transaction management, including IPO, MBO, refinancing, ESOPs, building an exit team, business plan and valuation, due diligence, and estate planning. Regardless of whether a business owner seeks an immediate exit or a staged exit over time, *Business Exit Planning* provides a comprehensive strategy and road map to define exit-related objectives.

From the Inside Flap The decision of whether to exit your business or not is never just a simple yes or no answer. Most business owners find the issue difficult to grapple with because it is not just one decision. Rather, in most cases, there are many interrelated decisions to be made. For example: How much money will you receive upon exit? What is the best timing for your exit, given the economic cycle of your country and industry? What kind of advisors will you need? And what will happen to your staff, clients, and business partners? *Business Exit Planning* explains the two major phases of leaving a business: *Business Exit Planning and Transaction Management* (that is, what a business owner needs to know in managing the exit transaction). It will equip you, the business owner, with a full overview of what's involved in exiting your business. The book provides a wealth of illustrative case studies covering the wide range of options available to owners of mid-sized businesses, including intergenerational transfer, merger, liquidation, and more, as well as options for owners who seek an immediate exit and options for those who prefer a staged exit over time. Throughout the book, the author stresses three key themes: 1) A Business Exit should not be a spontaneous process, but the result of careful planning; 2) Business owners tend to underestimate what it takes to exit; and 3) There is often a mismatch in negotiating strength between business owners and professional investors. You may not be able to formulate a definitive opinion on any of those three subjects until you have actually closed at least one transaction. But by reading this book, you will be better prepared—and more successful—when you do start your exit process.

From the Back Cover **BUSINESS EXIT PLANNING** Options, Value Enhancement, and Transaction Management for Business Owners Comprehensive strategies for planning and managing the sale of a business Anyone can buy or create a company—but how do you exit successfully? This book provides a comprehensive view of what you, as a business owner, need to know to plan and execute your business exit. Filled with illustrative case studies, *Business Exit Planning* covers all the essential business exit planning topics, including IPO, MBO, refinancing, ESOPs, exit team building, business plan valuation, due diligence, estate planning, and much more. Aimed primarily at owners of mid-sized businesses (minimum values in the range of \$10 million to \$100 million), the book offers a wide range of options—including options for those who want to exit in the financial sense, but remain active in the business; options for those who no longer want to be active, but may want to remain invested in the business; and options for those who want to sever ties completely. The path to exiting a business can seem like an intimidating, tangled maze. With this book as your guide, you can join the millions of business owners who have exited smoothly and successfully.

About the Author **LES NEMETHY** is the founder and CEO of Euro-Phoenix Financial Advisors Ltd, a leading corporate finance house in Central Europe and emerging markets specializing in helping owners of mid-sized enterprises sell their companies. Over the past twenty-five years, he has been involved in the sale of hundreds of businesses in more than forty countries. He speaks and writes frequently on the topic and his syndicated column appears in more than ten publications around the world.