



Sell Your Business Your Way: Getting Out, Getting Rich, and Getting on with Your Life

Rick Rickertsen, Robert E. Gunther

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For entrepreneurs whose sweat and blood have built a company and made it what it is, selling the business means navigating new and potentially dangerous territory often without the benefit of corporate lawyers, accountants, and other specialists to show the way. *Sell Your Business Your Way* walks readers through the entire process of selling, from valuation and preparing the business for sale to finding a buyer and assembling and closing the deal. Key features: In the next few years, up to 40% of the CEO's of family-held businesses will retire, necessitating some serious ownership decisions that can not be made lightly. This book presents several different ways to structure deals, making sure the seller is both well-compensated and confident in the future of the business he or she built. Rickertsen also discusses some of the politics and emotions of selling a family- or privately- held company, and how to resolve such issues without compromising on the result. From the Foreword by Michael Lewis: In Buyout [Rickertsen] sought to put you beyond the greedy grasp of Wall Street investment bankers. Here he helps put you in position to actually purchase a few Wall Street investment bankers, and do whatever you want with them.

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