

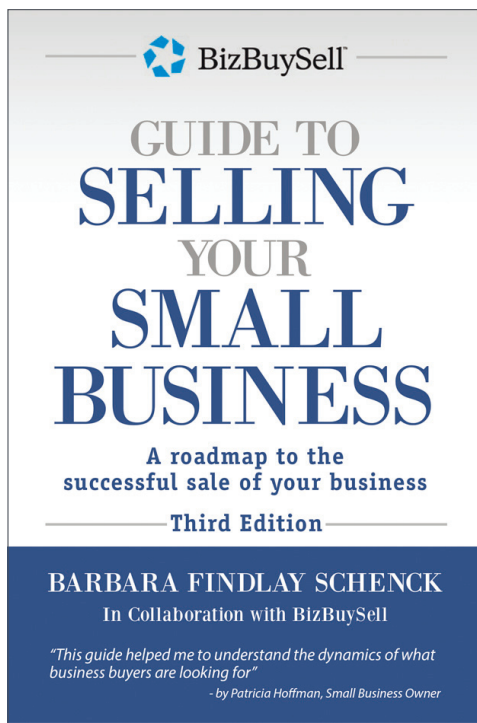
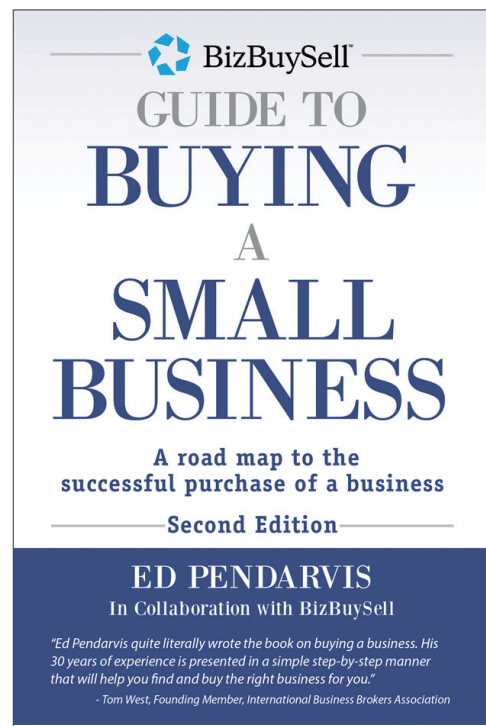
## Guide to Buying a Small Business

Author: Ed Pendarvis

This **FREE** guide provides a detailed overview of the business buying process, including:

- How to evaluate the purchase of a business
- What you are actually buying when you buy a business
- The value drivers of a business
- How to find businesses for sale
- What the three main areas of focus should be on
- How financing is key to buying and selling
- How to negotiate a buyer-seller friendly offer
- The importance of due-diligence

To get the free guide visit: <http://www.bizbuysell.com/buyer/guide/buying-a-business> or email [ask@bizbuysell.com](mailto:ask@bizbuysell.com) and we can send you a copy.



## Guide to Selling Your Small Business

Author: Barbara Findlay Schenck

This **FREE** guide provides a comprehensive overview of the small business sales process, including:

- Actionable advice and step-by-step instructions to help maximize selling success
- An overview of the small business sale process
- Steps to follow as you prepare your business for sale
- Advice on assembling a sale team and maintaining confidentiality
- Tips on setting an asking price and preparing a selling memo
- Tips on how to effectively market your business for sale
- Advice regarding buyer-seller negotiations
- Advice on financing and tax implications

To get the free guide visit: <http://www.bizbuysell.com/guide/selling-a-business> or email [ask@bizbuysell.com](mailto:ask@bizbuysell.com) and we can send you a copy.