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## **The Complete Idiot's Guide to Starting Your Own Business** Ed Paulson 1998

Packed with the latest information about the world of small business, this revised, time-tested bestseller offers sound advice about financing, business planning, legal issues, technology, and more.

### **How Clients Buy** Tom McMakin

2018-03-13 The real-world guide to selling your services and bringing in business How

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Clients Buy is the much-needed guide to selling your services. If you're one of the millions of people whose skills are the 'product,' you know that you cannot be successful unless you bring in clients. The problem is, you're trained to do your job—not sell it. No matter how great you may be at your actual role, you likely feel a bit lost, hesitant, or 'behind' when it comes to courting clients, an unfamiliar territory where you're never quite sure of the line

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between under- and over-selling. This book comes to the rescue with real, practical advice for selling what you do. You'll have to unlearn everything you know about sales, but then you'll learn new skills that will help you make connections, develop rapport, create interest, earn trust, and turn prospects into clients. Business development is critical to your personal success, and your skills in this area will dictate the course of your career. This invaluable guide gives you a set of real-world best practices that can help you become the rainmaker you want to be. Get the word out and make productive connections Drop the fear of self-promotion and advertise your accomplishments Earn potential clients' trust to build a lasting relationship Scrap the sales pitch in favor of honesty, positivity, and value Working in the consulting and professional services fields comes with difficulties not

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encountered by those who sell tangible products. Services are often under-valued, and become among the first things to go when budgets get tight. It is now harder than ever to sell professional services, so your game must be on-point if you hope to out-compete the field. How Clients Buy shows you how to level up and start winning the client list of your dreams. **The Complete Guide to Buying and Selling at Auction** C. Hugh Hildesley 1997 Sotheby's C. Hugh Hildesley explains how to pick an auction house, how a sale is created, estimates and reserves, the procedures for buying, methods of payment, and more. Whether you want to buy a chateau in France, a Winslow Homer in New York, or an antique apple peeler in Vermont, here is all you need to know to participate in the world's increasingly popular auctions. 55 photos.

[Buying a Business That Makes You Rich](#)

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John Martinka 2018-06-22 This is the second edition of a practical guide to buying a mature, profitable, and fairly priced business. It not only has strategies for locating, analyzing, and structuring a deal but also the tactics. Readers will learn how to: Buy the right business the right way Access the hidden market of sellers Avoid overpaying Formulate win-win offers Know the right questions to ask and the answers to get Get the best financing package possible The book is loaded with real life stories so you can learn from what others did right (and the mistakes some made).

Buy Then Build Walker Deibel 2022-09  
Entrepreneurs have a problem: startups. Almost all startups either fail or never truly reach a sustainable size. Despite the popularity of entrepreneurship, we haven't engineered a better way to start...until now. What if you could skip the startup phase

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and generate profitable revenue on day one? In BUY THEN BUILD, acquisition entrepreneur Walker Deibel shows you how to begin with a sustainable, profitable company and grow from there. You'll learn how to: Buy an existing company rather than starting from scratch Use ownership as a path to financial independence Spend a fraction of the time raising capital Find great brokers, generate your own "deal flow," and see new listings early Uncover the best opportunities and biggest risks of any company Navigate the acquisition process Become a successful acquisition entrepreneur And more BUY THEN BUILD is your guide to outsmart the startup game, live the entrepreneurial lifestyle, and reap the financial rewards of ownership now. *The BizBuySell Guide to Selling Your Small Business* Barbara Findlay Schenck 2012-08-21 Produced by BizBuySell, the Internet's largest marketplace for

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businesses for sale, and written in conjunction with Small Business Strategist, Barbara Findlay Schenck, author of best-selling business books including *Selling Your Business For Dummies*, this guide provides a comprehensive overview of the small business sales process including actionable advice and step-by-step instructions to help maximize selling success.

### **The Complete Guide to Business**

**Brokerage** Thomas L. West 2007-01-01

*The Complete Idiot's Guide to Buying and Selling a Business* Ed Paulson 1999 Covers timing, legal requirements, mergers, debt-equity ratios, taxes, financing, setting a price, and adjusting to a merger

Secrets of Buying the Right Business (for You) Right Ed Pendarvis 2009-12-09 Ever considered the American Dream of owning your own business? Let Ed Pendarvis,

Sunbelt's founder, show you the secrets of  
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finding, valuing, negotiating, financing and buying the right business.

**Appetite for Acquisition** Robin Gagnon 2011-04 'This is the definitive guide for anyone looking to enter the restaurant industry! Full of hands-on practical advice and real-life examples, Robin and Eric provide you with the expertise necessary to avoid common pitfalls and navigate your way to owning the restaurant of your dreams!' —Herb Mesa, Finalist, The Next Food Network Star, Season 6 'Outstanding work...presented in a bright and motivating style that is quite informative. Highly recommended reading for the food service entrepreneur.' —Henry L. Hicks, Certified business broker, fellow of the IBBA, past chairman of the board of the International Business Brokers Association, CEO of Georgia Business Associates, Inc., board member of the Georgia Association of Business Brokers Six out of every ten

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startup restaurants fail. Your restaurant should not be one of them. Veteran industry experts and restaurant brokers Eric and Robin Gagnon now present their guide to buying an existing restaurant so you can beat the odds. Readers will finish this book knowing how to acquire a restaurant in a way that is less painful, more profitable, and delivers a better return on their investment. With the help of this guide, you can soon satisfy your Appetite for Acquisition!

**The Complete Guide to Selling Your Business for the Most Money** Ted Burbank 2010-01-15 Step by Step guide to safely sell your business quickly, quietly and for the most money. Costly mistakes essentially everyone makes but you will avoid. How to identify buyers willing to pay premium prices and hoe to avoid the rest. All based upon lessons learned by actually participating in the sale of more than 2,000

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businesses.

*How to Find and Buy a Profitable Gas Station* Shabbir Hossain 2012-11 Since the economic meltdown in 2008, we not only witnessed the collapse of housing market, but also the wave of small businesses that closed their doors for ever. Look back in your city, and I am sure you can identify many empty homes along with many small businesses such as restaurants, gift shops, clothing stores that are no longer there. Now let's look again and see how many gas stations or convenience stores closed during the same period? Probably none. Instead you may notice there are newer stations are being build. Why is that? The answer is simple, it is a recession proof business. Regardless if you have a job or not, have a home or not, you still need gasoline for your car, milk for the kids, or cigarette, beer, soft drinks.. The neighborhood store is filled with your

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everyday needs. In this book we look deep inside and learn how and why this business model works and what is the best and economical way to get into this business. How to Find and Buy A Profitable Gas Station Business helps beginners and more seasoned business people understand how to be successful with gas station ownership. Across the United States, gas station businesses and convenience stores are proving decidedly profitable, even recession proof. As this book demonstrates, gas station businesses are easy to set up and manage. Following a few simple tips outlined in this book, it is possible for even first-time business owners to enjoy the benefits of a profitable, easy-to-manage business.

**The Complete Guide to Buying a Business** Fred S. Steingold 2015-07-21 A perfect guide for entrepreneurs Whether you just want an overview of the business  
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buying process or you're ready to acquire an existing business, you know you'll need to finance, negotiate and structure the deal and protect yourself from unpleasant surprises. The Complete Guide to Buying a Business will give you everything you need to know including more than two dozen crucial forms and legal documents to help you do it. You'll learn how to: find the right business analyze the seller's numbers make sense of the tax issues avoid outstanding liens and liabilities prepare and sign a sales agreement close the deal prevent the seller from competing against you work with lawyers, accountants and brokers The 4th edition of The Complete Guide to Buying a Business is completely updated to reflect the latest laws and tax information.

**Ultimate Guide to Buying or Selling a Business** Ira Nottsonson 2004-09-15 Proven strategies to evaluate, negotiate, and conclude winning transactions Hundreds of  
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thousands of businesses change hands each year. The most successful negotiators understand the perspective and negotiating position of their colleagues around the table. In this invaluable guide, financial valuation expert Ira Nottonson, J.D., shares real-world insights in a straightforward step-by-step process. Using simple, unpretentious language, he examines the financial aspects of a deal from a variety of perspectives. Recognizing the concerns of all parties--buyer, seller, accountant, lawyer, broker, and lender--equals a negotiating advantage. In addition, you will receive: Expert author commentary at the end of every chapter elaborates key pitfalls and opportunities. A valuation concept that every businessperson can understand and utilize is provided. Self-analysis work sheets help you carefully assess your talents and needs. Frequently overlooked, franchise and family succession planning issues are

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also included.

### HBR Guide to Buying a Small Business

Richard S. Ruback 2017-01-17 Are you looking for an alternative to a career path at a big firm? Does founding your own start-up seem too risky? There is a radical third path open to you: You can buy a small business and run it as CEO. Purchasing a small company offers significant financial rewards—as well as personal and professional fulfillment. Leading a firm means you can be your own boss, put your executive skills to work, fashion a company environment that meets your own needs, and profit directly from your success. But finding the right business to buy and closing the deal isn't always easy. In the HBR Guide to Buying a Small Business, Harvard Business School professors Richard Ruback and Royce Yudkoff help you: Determine if this path is right for you Raise capital for your acquisition Find and

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evaluate the right prospects Avoid the pitfalls that could derail your search Understand why a "dull" business might be the best investment Negotiate a potential deal with the seller Avoid deals that fall through at the last minute

### Dave Ramsey's Complete Guide to Money

Dave Ramsey 2012-01-01 If you're looking for practical information to answer all your "How?" "What?" and "Why?" questions about money, this book is for you. Dave Ramsey's Complete Guide to Money covers the A to Z of Dave's money teaching, including how to budget, save, dump debt, and invest. You'll also learn all about insurance, mortgage options, marketing, bargain hunting and the most important element of all—giving. This is the handbook of Financial Peace University. If you've already been through Dave's nine-week class, you won't find much new information in this book. This book collects a lot of what

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he's been teaching in FPU classes for 20 years, so if you've been through class, you've already heard it! It also covers the Baby Steps Dave wrote about in The Total Money Makeover, and trust us—the Baby Steps haven't changed a bit. So if you've already memorized everything Dave's ever said about money, you probably don't need this book. But if you're new to this stuff or just want the all-in-one resource for your bookshelf, this is it!

How to Buy the Right Business the Right Way Ted J Leverette 2021-05-19 Too many people buy the wrong business or buy the right business the wrong way. Longtime dealmaker Ted J. Leverette's book, How to Buy the Right Business the Right Way: Dos, Don'ts & Profit Strategies, is the definitive guide. The sad reality is poorly prepared people, who cannot show their advisors worthwhile deals, are the #1 reason why attorneys, accountants, lenders and other

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others kill deals or have trouble with clients. Business brokers and sellers, too, suffer from ill-prepared buyers. Don't believe it? Ask them. This book distills decades of Leverette's dealmaking experiences with entrepreneurs buying, selling, and advising small and midsize businesses. It explains hundreds of dos, don'ts, and profit strategies, any one of which can make or break the deal you intend to do, especially relating to companies with annual revenue of \$1 million to \$10 million. "Anything smaller," Leverette warns, "is not a smart investment for searchers capable of buying bigger and more profitable." Readers see reality. How to be taken seriously by brokers, sellers, and lenders. Understanding the dealmaking playing field. Detecting and screening opportunities and vulnerabilities. Due Diligence - Valuing - Financing - Negotiating - Transitioning Into the

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Company. Readers educate themselves and showcase what they bring to the table, plus other things they can do to achieve the best deal, at the lowest cost and in the least amount of time. Leverette says, "why settle for some of the businesses for sale if you can access all of them on the unadvertised and huge hidden market of sellers, which is where to find the best companies and the best deals." Business owners, sellers, and their advisors use this book to better-understand and deal with buyers. Written clearly, easy-to-read, and organized for quick reference, "How to Buy the Right Business the Right Way," empowers buyers to save time, money and aggravation during their journey searching for and acquiring companies. "Ted's advice on creative dealmaking is second to none. If you're going to buy a business to protect your family's future, this book is insurance you'll be glad you invested in," advises David

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Barnett, Author, Speaker, Educator, Business Buy/Sell Process Coach. Ted J. Leverette is a published author, speaker, and advisor, worldwide, to owners, buyers, and sellers of small and midsize businesses. His other books include, "How to Prepare Yourself and Find the Right Business to Buy" and "How to Get ALL the Money You Want For Your Business Without Stealing It."

### Secrets to Successful Property Investment

Deborah Durbin 2021-12-10 A recent study found that 88% of people cannot afford to buy their own home and will always rent a property. Written by journalist and property investor, Deborah Durbin, Secrets to Successful Property Investment teaches you how to start your own successful property business. Taken from her seven years' experience of knowing nothing about property investment to creating a multimillion-pound property portfolio, this

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book will guide you step-by-step to creating your own property empire. This guide will show you... \* How to generate deposits \* How to get a mortgage \* Renovations \* Dealing with contractors \* Dealing with bad tenants \* How to grow your portfolio  
The New ebay Todd Alexander 2013-05-08  
The only comprehensive, official guide to buying and earning money on eBay Australia  
Written by an eBay insider with more than ten years of experience with the company, The New eBay guides you through the very basics to the more complicated—from a brief history of eBay itself to simple site navigation to every complexity of buying and selling. Whether you just want to earn a few dollars on the side or turn your hobby into a full-time business, this book explains it all. Written in clear, user-friendly language backed by simple step-by-step instructions and helpful screen grabs from the site, the book covers everything first-timers need to

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know and all these secrets experienced sellers wish they knew. The first complete official guide for eBay Australia written by a company insider Covers such topics as finding items and bidding on them, pricing and listing items for sale, accepting payments, tracking sales, logistics, customer service, and more Perfect for every eBay user, from part-timers to serious sellers who want to build a profitable business, The New eBay is the ideal guide for anyone who wants to get the most out of the world's most popular shopping and selling site.

The Complete Guide to Selling a Business

Fred S. Steingold 2017-08-21 The most comprehensive, easy-to-use guide to selling a business available! Out there somewhere is a buyer looking to buy a business like yours -- so if you're ready to sell, make sure that you protect your interests and maximize your profit with The Complete

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Guide to Selling a Business. It covers: getting your business ready to sell pricing your business and valuing your assets finding the right buyer analyzing the tax issues negotiating a payment plan and other terms of sale planning your future relationship with the business limiting your liability working with lawyers, accountants and brokers closing the deal and transferring the business to its new owner The Complete Guide to Selling a Business helps you create more than two dozen crucial documents for both asset and entity sales, including: the sales agreement confidentiality letter promissory notes and security agreements noncompete and consulting agreements closing checklists This edition edition is completely updated with the latest tax considerations, and now provides more advice on marketing the sale of your business. There are literally dozens of competing titles on the market, but none

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can match *The Complete Guide to Selling a Business* for sheer depth, accuracy and ease of use.

### **AMA Complete Guide to Strategic**

### **Planning for Small Business** Kenneth

Joseph Cook 1994 *The AMA Complete Guide to Strategic Planning for Small Business* is the one practical guide you'll need to plan for the growth and profitability of your business. In 192 easy-to-read pages the Guide shows you how to develop vision for your company; articulate your vision in a clear, easy-to-understand but comprehensive strategic plan; implement your plan through sound tactics and action programs; ensure support for your plan by communicating it clearly to everyone in your organization, and measure your success and control the entire process by getting the proper feedback. Every chapter includes samples, exhibits, guidelines, checklists, action points, and worksheets to

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make this the first truly practical guide to strategic planning. Strategic planning - possibly the two words most feared by owners of small businesses because they conjure up visions of endless paperwork, pointless meetings, and non-productive bureaucracy. But proper planning - defining your organization's mission, articulating it clearly to everyone on the organization team, and implementing it in a methodical, common-sense manner - is the key to success in today's competitive business environment. And now that success can be yours with the *AMA Complete Guide to Strategic Planning for Small Business*.

### **Starting Up** David Hasley 2017-04-08 A

comprehensive guide to starting and maintaining a business, *Starting Up* synthesizes the vast world of business knowledge into a series of manageable, actionable steps, revealing the secrets to ensuring your venture's long and healthy

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life cycle. Plan for success by avoiding the most common mistakes of new entrepreneurs. Thorough preparation and an analytical outlook are essential, and this handbook covers every stage of the process, beginning with a personal evaluation to determine your own strengths and current financial capabilities. Next, it explores various structural options, from taking on a franchise to starting a new venture from scratch to buying an existing business. With that decision made, it's time to pull together the necessary finances and make an operational plan-and this guide will help you move forward through assessing loan options, developing operating procedures, setting up accounting systems, and overseeing management. Over time, the notions of cash buildup, expansion planning, and ownership succession become the focus. For the first-

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encountering unfamiliar obstacles, this thorough reference holds the key to a successful path forward-for you and for your business. From beginning to end, be prepared for every eventuality, and watch your beloved enterprise thrive! "A how to book for the budding entrepreneur and existing business owner...logical, readable and highly informative. Should be a ready reference for years to come." A.A. Milligan, President Emeritus, American Bankers Association. "Can mean the difference between success and failure for any business--large or small." John V. Pera, President and CEO of American Restaurants Corporation.

*The Complete Guide to Buying and Selling  
Apartment Buildings* Steve Berges

2011-01-06 "Berges shares a framework investors can use to make the transition from buying single-family homes to successfully investing in multifamily

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properties.” —The Real Estate CPA, “18 of the Best Books on Real Estate Investing” Whether you’re a first-time real estate investor or a seasoned professional, *The Complete Guide to Buying and Selling Apartment Buildings* helps you map out your future, find apartment buildings at a fair price, finance purchases, and manage your properties. Now revised and expanded, this Second Edition includes tax planning advice, case studies of real acquisitions, and appendixes that add detail to the big picture. Plus, it includes a handy glossary of all the terms investors need to know, helpful sample forms that make paperwork quick and easy, and updated real estate forecasts. With this comprehensive guide at hand you’ll find profits easy to come by. “If you’re thinking about investing in apartment buildings, this is a good place to start.” —Robert Bruss, nationally syndicated columnist

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*The Complete Guide to Buying Property in Italy* Barbara McMahon 2004 Italy is a beguiling country and one of the most popular destinations for people buying property abroad. Contemplating such a move is exciting, but you need to be aware of all the regulations, practices and legal jargon involved. Both inspiring and practical, this is the definitive new guide to every aspect of buying or renting property in Italy. Written by someone who has first-hand experience of the process, it will help you to make the right decisions at every stage, including: choosing a location - the different regions of Italy finding a property the purchase process restoring a property buying a new property renting a home financial issues and inheritance laws coping with the language setting up a business With maps, checklists, Web sites, useful addresses and a dictionary of Italian terms, *The Complete Guide to Buying Property in*

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Italy will help you to avoid the pitfalls and enjoy life in your new home right from the start.

**Complete Guide to Buying a Business**

Fred S. . Steingold Attorney 2017-08-07  
Complete Guide to Buying a Business By  
Fred S . Steingold Attorney

**Buying and Selling a Business** Jo Haigh  
2009 The essential guide to trading  
businesses from an expert in the field

**Buying Your Own Business** Russell Robb  
2008-05-01 Buying your own business is the  
shortest route to realizing that dream-and  
often financially safer than starting from  
scratch. Buying Your Own Business, 2nd  
Edition is the essential reference to  
reaching your goal. This completely revised  
and updated guide offers more strategies  
and tips than ever. You'll learn how to:  
Identify business opportunities Plan an  
acquisition strategy Evaluate target  
businesses Negotiate a fair arrangement

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Close the deal Also included are completely  
new sections on how to: Utilize online  
resources Revitalize a sluggish company  
Assess a company's strengths and  
weaknesses Prepare for tax season with up-  
to-date changes in tax laws. With more than  
twenty years of experience buying and  
selling businesses, Russell Robb provides  
the practical step-by-step advice you need  
to buy a business-and make it your own!  
Russell Robb is a twenty-year veteran in the  
mergers and acquisitions business,  
providing investment banking and  
corporate finance advisory services to a  
wide range of middle-market companies. He  
served as president of the Boston Chapter  
of the Association for Corporate Growth  
(ACG) and as president of the 9,000-  
member Association for Corporate Growth  
International headquartered in Chicago.  
Robb is the author of Streetwise(r) Selling  
Your Business and the first edition of

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Buying Your Own Business. He is currently the managing director of Tully & Holland, Inc. He lives in Cambridge, MA.

Buying in Lawrence W. Tuller 1990

*The Complete Idiot's Guide to Buying a Home* Peter Richmond 2010-01-05 In real estate, it's a buyer's market - and here is the buyer's bible... Buying a home is the single most important financial move in most people's lives. This book covers a variety of topics including inspecting, evaluating, negotiating, financing, contracts, and legal issues. It also breaks down the roles of the key players and what these professionals, agents, brokers, and inspectors are responsible for - and when to go it alone. The thorough advice, covering everything from buying houses at auctions to what neighborhood to live in, will provide reassurance for every soon-to-be homeowner. - A necessary tool for those who plan to buy homes and even

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current homeowners in order to keep up with an ever-changing market. - Will be published in time for spring, when most people start looking into buying new homes. - Covers a broad range of buying options and homeowner's needs.

Buy Your Own Business With Other People's Money Robert A. Cooke

2014-10-21 Most entrepreneurs interested in buying a business naturally assume they need large amounts of cash to work a deal. In fact, there are other ways to fund an entrepreneurial venture, particularly through seller financing. This simple, straightforward guide covers every possible source of financing available for wannabe business owners, how to deal with sellers, and how to use asset financing, selling equity, and asset protection. Buy Your Own Business with Other People's Money shows that you don't have to be rich to buy a business; you just need to be creative in

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financing your new business. For everyone who dreams of owning a business one day, this book has the answers.

*How to Buy a Business with No Money*

Down Jeryn W. Calhoun 1994-01-01

*The Complete Guide to Buying Property in*

*Florida* Charles Davey 2005-09 In the past decade property prices in the UK have risen by 138 per cent - far higher than in the USA. With no language problems, near-perfect weather and low property prices, Florida is an ideal location for a holiday or retirement home. Many people now have sufficient equity in their British homes not only to buy a home in Florida, but also to satisfy the investor criteria for immigration into the United States. By setting up a business or investing in a (possibly quite modest) business in the US, they can turn their dream into a reality. The Complete Guide to Buying Property In Florida is the ideal tool for those who want to take any of

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those steps. It deals with every aspect of buying or renting a home in Florida in a practical, straight-forward style. There are maps, useful addresses, Web sites, and information on a whole host of topics including: choosing a location, renting, purchasing, buying land, letting, selling, taxation and inheritance rules, and retiring, working and setting up a business.

Comprehensive and readable, it will help any prospective buyer avoid the pitfalls and get everything right first time.

**Idiot's Guide: Starting a Food Truck**

**Business** Alan Philips 2012-04-03 -

Everything readers need to know to start up and operate a wildly popular mobile food business - Includes crucial marketing expertise from a successful food truck entrepreneur

[The Complete Guide to Selling Your](#)

[Business](#) Paul Sperry 2005 In this

comprehensive guide, two specialists take

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the reader step-by-step through the entire process, from how to determine when the time is right to sell to negotiating the final terms.

*HBR Guide to Buying a Small Business*

Richard S. Ruback 2017 Describes how to buy a small business, including evaluating one before purchasing, raising capital, negotiating the purchase, and ultimately fashioning a company environment that suits your needs.

*The Complete Guide to Buying and Selling a Business* Arnold S. Goldstein 1984

**The Complete Guide to Buying a**

**Business** Fred S. Steingold 2015-07-01

Takes readers from thinking, "Hmm, should I buy a business?" right through the process of choosing, investigating, and entering into a legal contract to do so.

*The Complete Guide to Buying a Café* Craig

Reid 2012 Would you give custom to a cafe that had grumpy staff? What's the

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atmosphere like in a cafe that's led by a miserable boss and would you want to spend time there? Of course you wouldn't. Gloomy service businesses don't thrive. What's more, I'll lay odds the cause of grumpiness is a business owner under stress and 10-1 that stress is caused by the business. Our mythical cafe owner had not read *The Complete Guide To Buying A Cafe*. Through this insight-full book, Craig will not only help you avoid failure, but if you pay careful attention, he'll put you on a path to great prosperity. Devour every page and be prepared to take notes.

**The Complete Guide to Buying a**

**Business** Richard W. Snowden 1994 This hands-on guide helps potential buyers decide whether or not business ownership is right for them, and provides a blueprint for finding the right business to buy.

"Essential reading for anyone about to take the plunge".--Christopher W.L. Hart,

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President, The TQM Group.

**The Upstart Guide to Buying, Valuing,  
and Selling Your Business** Scott

Gabehart 1997 A comprehensive guide covering the top three critical issues every business owner faces, this book ensures that all parties understand each other's needs, thus clarifying a complex process

and opening the door to successful negotiations. The volume includes an extensive stand-alone glossary of relevant terms and concepts, as well as comprehensive lists of business opportunity sources, contact lists, and reference materials. The disk contains all the forms from the book.