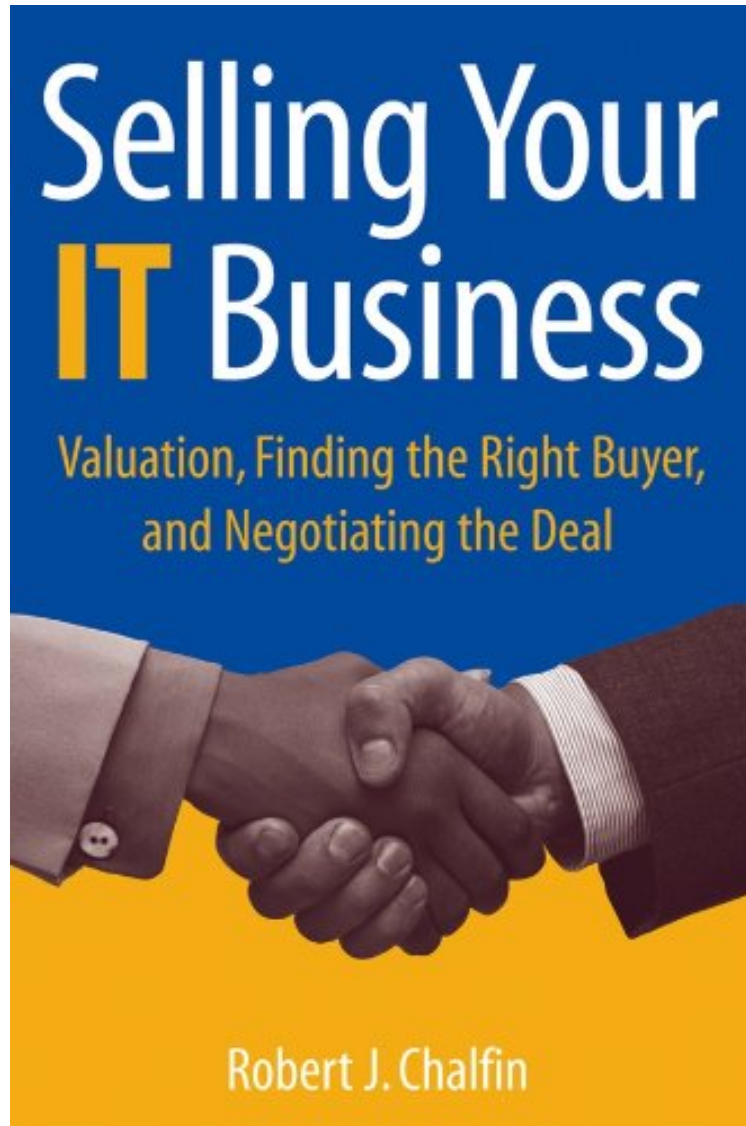


(Get free) Selling Your IT Business: Valuation, Finding the Right Buyer, and Negotiating the Deal

Selling Your IT Business: Valuation, Finding the Right Buyer, and Negotiating the Deal

Robert J. Chalfin

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Robert J. Chalfin : Selling Your IT Business: Valuation, Finding the Right Buyer, and Negotiating the Deal before purchasing it in order to gauge whether or not it would be worth my time, and all praised Selling Your IT Business: Valuation, Finding the Right Buyer, and Negotiating the Deal:

3 of 4 people found the following review helpful. This Book is a Lifesaver!By JasonMAChalfin's user-friendly guide to selling your IT business is a must for anyone in the complicated and often stressful position of putting his or her firm on the market. From illuminating the possible motives of the seller to providing a concise guide to marketing your

business, this book gives sound and concrete advice. You will not be faced with an abstract, inaccessible microeconomics text, as some how-to works by business school faculty can turn out to be. Rather, you will finish this digestible book a more savvy and resourceful seller. To start with, you will be better equipped to evaluate whether it is the right time to sell your IT business in the first place. Chalfin also provides useful alternatives to an outright sale, such as partially selling to a third party, hiring a competent management team to take over operations, selling the firm to key employees, and liquidating the company. You will be better able to market your business, make changes to increase its appeal to buyers, and negotiate a satisfying sale. Chalfin illustrates how to gauge the seriousness and flexibility of an offer, an insight that can make your sale smoother and more predictable. There is no reason to spend years building up your IT business only to lose out in the end because you lacked the necessary tools to bring about a successful sale. Without *Selling Your IT Business: Valuation, Finding the Right Buyer, and Negotiating the Deal*, my own transaction would have been a nightmare. Fortunately, I found this practical and accessible guide. Chalfin's experience, both as a Lecturer in Management at the Wharton School of the University of Pennsylvania, and his professional work as President of a New Jersey-based firm that, among other things, provides consulting services to IT companies, informs his opinions every step of the way.

4 of 5 people found the following review helpful. An Unbelievable Resource for IT Entrepreneurs
By Justin Berman
I have had the pleasure of getting to know Bob and had him as a professor at Wharton. He applies the same level of energy and enthusiasm that he brings in the classroom to this very practical book. I have had many people come up to me and tell me if they had only known Bob or read his book before they sold their business, they would be in a much different and better situation. His knowledge of the topic is unbelievable and he brings so much practical experience to his latest book. I hope everyone gets to experience the wonderful work Bob does by reading his new book. I know I will share this book with many of my clients who are contemplating selling their businesses. Bob's work makes all of us more educated and provides yet another resource that will add value to our clients.

2 of 3 people found the following review helpful. A great guide for selling your business.
By Edward Roffman
Bob has done a masterful job of presenting a step by step approach to selling a business. As usual, he brings twenty years of real world experience to the process, demystifying a difficult process. An invaluable addition to your library.

"For close to twenty years I have observed Mr. Chalfin helping owners, business advisors, and students get a grip on the slippery issues of selling a business. This book is a valuable distillation of his expertise." --Ian MacMillan, Dhirubhai Ambani Professor of Innovation and Entrepreneurship The Wharton School, University of Pennsylvania

"Bob provided us with valuable outside perspective while we prepared our business for sale and during the sale process. His book is an excellent guideline for business owners thinking about selling their company." --Steve Gerlicher, Entrepreneur

"Bob Chalfin's experience and intellect make this book essential reading for IT business owners. Provides thoughtful analysis and practical advice invaluable to anybody who is even considering selling their business." --Louis W. Fryman, Esq. Chairman Emeritus Fox Rothschild LLP

"Bob Chalfin brings unparalleled experience to developing and executing these transactions. His insights are tempered by years of formulating these deals and then describing the methods to hundreds of students at The Wharton School." --Stephen M. Sammut Senior Fellow, Wharton Entrepreneurial Programs Managing Director, Burrill International

"This book covers all the bases for someone selling an IT (or really any) business. The observations on buyer motivations are particularly insightful." --Mark Goodwin Executive Vice President and Chief Operating Officer Pioneer Investments

"His advice is practical and soundhellip;" (Harvard Business School, 4/10/06)
From the Inside Flap
You put your heart into it. What will you get out of it? And how? *Selling Your IT Business* gives a complete overview of the selling process, covering everything from valuation to finding the right buyer to negotiating strategically to closing the sale. The information is presented step-by-step, complete with sample forms, checklists, and agreements. Because it focuses exclusively on IT businesses, this guide provides in-depth information about issues unique to them. It covers:
Characteristics of an IT business that entice buyers, such as a strong management team; reasonably predictable financial performance; sought-after offerings; strong relationships with customers, lenders, and suppliers; a diversified customer base; and more
The different types of buyers and what motivates them
Financial metrics to monitor and improve IT business performance
Creating a selling memorandum that paints a complete picture of the business, covering products and services, customers, competitors, financial information, and more
Preparation of the business plan, including detailed descriptions of its components
Valuation, including the key factors in determining the value of a business
The letter of intent, the due diligence process, the contract, utilizing attorneys and CPAs, and more
The seller's future role in the business (if any) and compensation
Invaluable to IT business owners interested in selling their businesses and to their accountants, lawyers, and advisors, the book also includes advice and information useful for entrepreneurs striving to build their businesses, covering topics such as attracting and retaining good employees, non-compete agreements, and more. It helps IT business sellers and buyers understand the process, know what to look for, avoid common pitfalls, and seal a deal that benefits both parties.
From the Back Cover
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