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The more planning you put into your sale, the better the price you will be able to obtain. Keep in mind that the prospective buyer will be very suspect of your reason for selling. Have your plan and strategy in place to eliminate any fears. Just like you started your business with a strong plan, sell it with a strong plan as well.

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How to Value a Business: The Ultimate Guide for 2020
5.0 out of 5 stars Selling Your Business for Dummies. Reviewed in the United States on February 25, 2011. Format: Paperback Verified Purchase. Excellent overview of selling process, with good attachments in CD.

5 Mistakes to Avoid When Selling Your Small Business
By selling your business yourself, and following the instructions on this page, you have a far higher probability of finding a buyer and completing on a transaction. b) You'll get a much better price. And, yes, you can run the sale process anonymously, without disclosing the identity of your business.

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