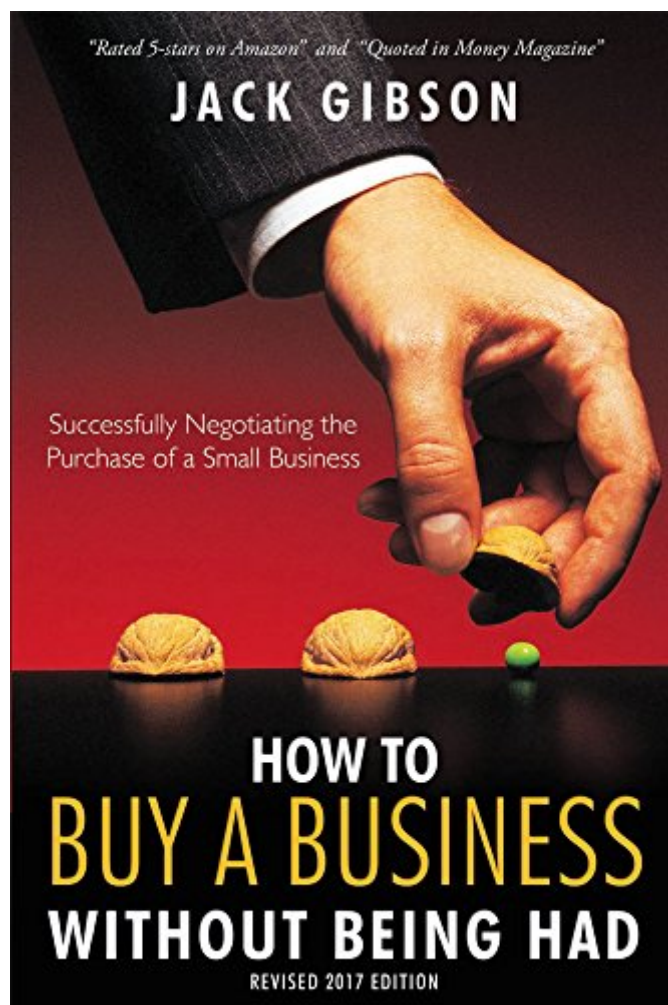


The book was found

# How To Buy A Business Without Being Had



## Synopsis

Gain access to practical tips and case studies that will help you evaluate how to buy a business and maximize your success as an entrepreneur. Before you start wading through the process of buying a business, it is imperative that you learn how to tell the good ones from the bad ones. John (Jack) Gibson, who has been helping buyers and sellers for more than thirty years, explains why some buyers and some businesses make a good fit. Learn how to value, negotiate and then buy a business and come out a winner. All you need to know to buy with confidence is clearly spelled out.

“Before leaping into the arena, read Jack Gibson’s book. He has poured into it many years of relevant experience as both business owner and broker.”

Michael Haviland, MPA, Ed.D, Denver  
“I founded and sold two businesses over my career. I wish this book had been available to better prepare me to guide the buyers through the tough questions they needed to ask.”

Donald Mathews, Ph.D, Professor of Marketing

## Book Information

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## Customer Reviews

This book saved me a lot of money. I was ready to buy a business but after reading Gibson’s book I quickly discovered that the cash flow would not cover my debt service. The book is easy to follow

and I am delighted I found it.

I bought for my daughter and husband who are thinking about buying a small business. They like it and are finding it very helpful.

i liked this book it is an easy ride and very informative

I have looked at a lot of books on this topic and this one is by far the best. Not just \*packed\* with specific, useful information but also very clear to a non-expert. It is well written and full of useful examples. The author has a lifetime of experience to share. I cannot understand why, when searching 's site, it took so long for this book to come up.

It was as expected. A very good book.

This is a must read for anyone thinking about buying a business. Using case studies and simple, easy to understand language, Jack Gibson lays out the common missteps made by people buying a business and how to avoid them. Jack Gibson's 30+ years of hands-on experience assisting buyers of small businesses comes through. This book is easy to read, yet provides detailed information and tools as well for those wanting to go deeper.

Gibson's book is a gem. If you are considering buying an existing business, this is a **MUST HAVE RESOURCE** to accompany you on your journey. Readable, understandable and extremely practical advice no matter what type of business you're considering buying. I also greatly appreciated Gibson's attention to detail & correct grammar! A rare find in business oriented literature these days.

I have ordered a few other books related to buying a business and how to perform a valuation. Several books are meant for college level courses and include ridiculous methods that would never apply to buying a small business. Several of these "text" books are thousands of pages with crazy formulas that may be used to buy a fortune 500 company. This is not that type of a book. This book applies real world examples and simple terminology for anyone who is looking to buy a small to medium size business. If you have ever spoken to a business broker and asked for financials, you know that typically the results are messy and never perfect. This book explains how thorough you still have to be and different ways of valuating a company. Great book.

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