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Selling Your Business: Major Documents to Have On-Hand Sooner or later in the business sale process you'll need the following materials. Use this checklist to assemble everything as soon as possible to smooth the road ahead. Federal tax returns for the past three years (corporate or Schedule C)

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Selling Your Business For Dummies gives readers expert tips on every aspect of selling a business, from establishing a realistic value to putting their business on the market to closing the deal. It helps them create sound exit plans, find and qualify, find and qualify a buyer, conduct a sale negotiation, and successfully transition the business to a new owner.

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selling your business for dummies helps business owners harvest the value of their businesses by providing them with a tool to plan their exit strategies prepare their businesses for sale and negotiate the sale

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