



## It Takes Two. How to Sell Your Company to an Institutional Buyer (Paperback)

By Nicholas Malino

Lulu.com, United States, 2008. Paperback. Book Condition: New. 280 x 216 mm. Language: English . Brand New Book \*\*\*\*\* Print on Demand \*\*\*\*\*.This is an comprehensive manual that should be read by business owner s who are considering selling their business. The book goes into fine detail about the MA (Merger and Acquisition) process related particularly to companies in the lower end of the middle market. Typically those with revenues between \$5 million and \$100 million. It contains information on finding the Ideal Buyer as well as how best to prepare and what to expect during the sales process. Also contain latest information on valuations and which industries are most in demand, as well as sample documents of Letters of Intent, Purchase/Sale Agreements, Executive Summaries, and Confidential Information Memoranda.



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