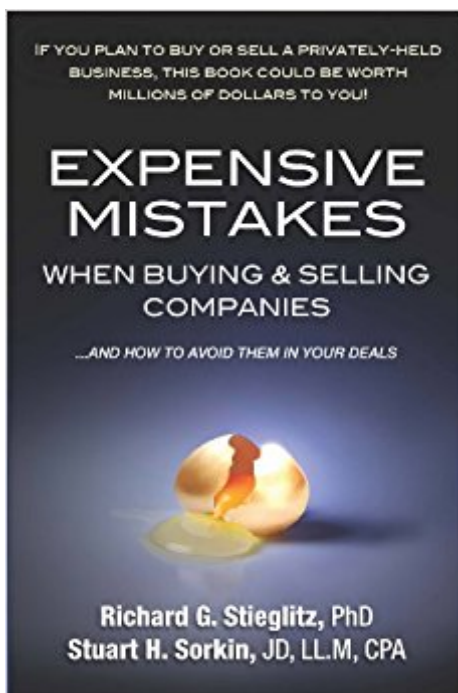


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# Expensive Mistakes When Buying & Selling Companies



## Synopsis

Selling or buying a business can be a lucrative but risky transaction. It's all too easy to sell yourself short or to overpay as the buyer. If you want to avoid the costly mistakes that many business owners make in M&A transactions, this book is for you. It provides valuable guidance on how to prepare for and negotiate your deal, and how to leave the bargaining table with more money in your pocket!

## Book Information

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Average Customer Review: 4.6 out of 5 stars 22 customer reviews

Best Sellers Rank: #111,214 in Books (See Top 100 in Books) #17 in [Books > Business & Money > Management & Leadership > Consolidation & Merger](#)

## Customer Reviews

Great read! A host of useful ideas for buyers, sellers, and M&A professionals. If CEOs who are preparing to sell took the actions that Stieglitz and Sorkin recommend, their businesses would be much more attractive and valuable. --Tom Mutryn, EVP & CFO, CACI International  
Brilliant look into the psychology of mid-market M&A deals. Full of real-world stories that deliver valuable insights about M&A deals. --Chris Helmrath, Managing Director, SC&H Capital  
Accurately describes the painful pitfalls of exiting a company. It gave me a strategy to substantially increase the value of my company. --Michael Wiencek, CEO, Wiencek & Associates

Its a good book, I'd recommend it. I wish he had spent more time talking about the practical how to put an actual value on your business, it is mentioned but very briefly.

If you're on either end of the acquisition, this is a great book to reference and refresh your strategy when things become cloudy....and they will. Clear up the vision (again) with tidbits from this book.

This book could literally bring you millions of dollars in value to the sale of your business. It is a very interesting read and written in the best format for busy business owners: quick and to the point. The book is not just theory based: it includes an actual example of each of the "lesson" that it teaches. Furthermore, one of the co-authors has both unsuccessfully and successfully exited from businesses and brings a wealth of knowledge from those experiences. It is well worth the time if you are involved in any aspect of buying or selling a business not only from the ownership perspective but as well from the professional side: accounting, finance, legal etc. I have a background in investment banking and private equity and have been involved in many transactions from the structuring side as well as the sell side and I still learned a tremendous amount from this book.

This is a Must-Read for all business owners, even if you're not even thinking about selling your business or buying a business. The authors have organized their collective wisdom in an easy-to-access format. I've worked with CEOs and business owners for over 20 years. Yet, I've never seen such a concise education about such a complex topic. You can use this book as a source of strategic initiatives for your company planning sessions. Start now to systematically increase the value of your own company.

Nice stories that didn't illustrate much useful material. Far better and shorter books are out there on the subject.

Many lessons to learn. Very good book.

Excellent complementary reading for M&A for Dummies. Written in plain business language, it is valuable information for any "first time" M&A teams seeking for reference information in regards to business purchases.

Oh boy. Wish I would have had this book before I bought my first business. Highly recommended.

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