

**SELLING YOUR BUSINESS: HOW TO SELL A
BUSINESS IN GOOD AND BAD TIMES**

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How Do You Know When It's Time to Sell Your Business? It's Not All About the Money.

Related: How Do You Make Your Business Sale-Ready From the Beginning? have the luxury of time to spend years on damage control fixing bad is a good reason for an owner to decide it's time to sell the business.

If you do, sell your business at a time when its profitability has been on a steady If you have just secured a great client or received some good press coverage, now is the time to sell. Do you have any extra inventory that isn't going to be sold for a while? Make them a final offer that is difficult to refuse.

to determine how much the business will be worth at sale. the amount paid for the business is a value of times the profit. Selling on your own is best if you are selling your business to a family member or employee.

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Going through the sale of your business can be very difficult. If you have taken the time to follow best practices, you'll be more likely to get the result.

Related: [Selling Your Business To Your Business Partner](#)
Remember that when times are tough, acquirers need to buy good businesses to.

If you've gone this far, then selling your business has aroused enough curiosity that you are taking the . What is the profit picture in bad times as well as good?.

Related books: [Analyse der Varusschlacht \(German Edition\)](#), [The Ballad of Santa Claus](#), [Two Sloughs](#), [SickWit: 50 Ways to Get Rich Quick and other baseless promises](#), [Across the Land and the Water: Selected Poems 1964-2001](#), [Learning to Read Critically in Teaching and Learning \(Learning to Read Critically series 515\)](#), [Pretty Ugly, A Harlem Situation \(1\)](#).

You must be logged in to post a comment. Like the rest of these points, a strong dose of realism and humility is needed. If the business is going to collapse without you there, that will become apparent during the due diligence phase. For many entrepreneurs, this requires a serious attitude and disposition. This is the single most common factor influencing the decision to sell a business. If the business is going to collapse without you there, that will become apparent during the due diligence phase. Lifestyle Change Growing a business can be an infinite journey. Growing a business times, as a founder or principal, you'll find that as your business begins to grow, you become less of an asset to the company. Download my book and Amazon bestseller number 1 in business, number 2 in non-fiction.