



# Managing the Sale of Your Business: What You Need to Know (Quick Prep)

*Barry J. Siegel*

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## **Managing the Sale of Your Business: What You Need to Know (Quick Prep) Barry J. Siegel**

The process of selling a business can be difficult, time-consuming, and wrought with many traps. These traps can result in a deal never closing and/or significant portions of the expected proceeds from the sale disappearing. Managing the Sale of Your Business is designed to give executives and business owners a crash course in what to expect from and how to best prepare for the sale of a business. The book is equally applicable for individuals considering buying a business or business owners looking to expand their business by acquiring companies. This easy-to-read guide will take you step-by-step through the sale process. How should you prepare your company for a sale? How will you evaluate what your company's value is? What should you consider when hiring professionals? What roles will you and your accountants, lawyers, and bankers fill? What will the sale agreement look like? Managing the Sale of Your Business will help you answer these and other questions. After reading this book, business executives will be better educated and will be prepared to work with their professionals to accomplish the big payday they deserve. About the Author Barry J. Siegel is a shareholder in the Philadelphia office of Buchanan Ingersoll & Rooney PC. He has practiced corporate law for more than 20 years and regularly represents both buyers and sellers of businesses in a wide variety of industries. He is also regularly retained in connection with many other types of corporate transactions including venture capital and private equity deals and public and private company securities matters. Mr. Siegel is a magna cum laude graduate of University of Massachusetts, Amherst and received his law degree from New York University School of Law.

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