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Seven steps to buying a business

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Professional help is invaluable as

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you go through the negotiation, valuation and purchase... 2. Do your research. Research the sector you're interested in, including the best time to buy, and shortlist two or... 3. Initial viewing and ...

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Buying an existing business can be a successful route to becoming your own boss. Take a look at the steps involved in finding, valuing and buying a small business to decide if buying a business is the

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In other words, before you buy a business, discover the real reason the small business is for sale.

Don't just take the seller's word

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for this. Sure, people do retire or become ill, but the real reason may be anything from a big-box retailer moving into town and taking away customers to losing a lucrative, traffic-driving contract, such as being a postal outlet.

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know the Sharks are at their most vicious when the contestants pitching their business ideas don't know their numbers ...

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Buying a business is a big

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decision—but when you pull the trigger on buying an existing business, you get the opportunity to become an entrepreneur without starting a small business completely from scratch. Every year, more than 500,000 businesses change hands, and

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that number is expected to skyrocket in the next several years as millions of baby boomers begin retiring and selling their ...

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help is invaluable as you go through the negotiation, valuation and purchase... Research. Research the sector you're interested in, including the best time to buy, and shortlist two or three... Initial viewing and valuation. Be discreet - the ...

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As a business owner, you should have been thinking about the sale of your business almost from its inception. This will help you to be prepared when the time for the

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sale appears. Buyers: When to buy is part of the equation for the buyer too but is less complicated. This will mostly come down to your own personal circumstances - mostly financial.

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Here are a few factors to consider: Location: Are you open to moving, or do you need something close to home? Or maybe you're looking at businesses not tied... Size: Do you want to own a small family

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business, or a large, bustling
enterprise? Buying a larger
business could mean... Industry:
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shop for aspiring entrepreneurs and business buyers.

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1. Buying a business - the initial approach. From the outset, your aim is to make the vendor of the

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business want to sell it to you. Establish your credibility. Formally register your interest in buying the business. The target business will usually have instructed professional sales advisers to sell the business.

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Buying a business is like buying any other item. Although the stakes are higher for you if you make the wrong decision, the crux of what you need to do to get it is the same for everyone.

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Whether you're buying an item from a market stall or a million pound business, let's start with the checklist you need to tick off first: **Book 3**

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1. Assuming that finding a high-

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potential business for sale is a part-time job. Finding a company for sale can take 12 to 24 months. Statistics show that before finally signing the share purchase ...

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