



The 2008 Business Reference Guide: The Essential Guide to Pricing a Business

Tom West

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The 2008 Business Reference Guide: The Essential Guide to Pricing a Business Tom West

New for 2008, this professional guide is loaded with information for business brokers, mergers and acquisition specialists, appraisers, accountants, attorneys, business consultants, and buyers and sellers of small to mid-sized businesses (with annual sales from \$100,000 through \$15 million). If you are considering buying, selling or valuing a business and you want the information the professionals use, then this book is for you. As a business buyer or seller, you will have hundreds of thousands to millions of dollars at stake in the transaction. You owe it to your financial well-being to have all the information you can get! With this "bible" of the business brokerage world you'll learn enough to make sure your particular deal makes absolute sense. You'll also fully understand what the business broker, accountant and attorney is (or should be) doing for you. This 18th edition of this guide contains only the pricing "rules of thumb," expanded industry trend information, and extensive national "benchmarking" information for key business expenses such as rents, labor costs, etc. Information about franchises including specific "rules of thumb," average sales per unit, costs, etc. is also expanded. Mr. Tom West is the publisher of, "The Business Broker," and, "Mergers and Acquisitions Today," newsletters. He has written or co-written numerous books including, "Business Brokerage Basics," the "Business Brokerage: Managing For Profit," and the "Handbook of Business Valuation." He is the founder, past president, and former executive director of the International Business Brokers Association (IBBA). Mr. West is probably the most knowledgeable individual in the country today concerning the issues of buying or selling small to mid-sized businesses.

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