



Buyouts, + Website: Success for Owners, Management, PEGs, ESOPs and Mergers and Acquisitions (Wiley Finance)

Scott Miller

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The definitive guide to best practices for mastering techniques of the insider-led transition planning

A must have book for business owners, key employees, and their advisors who need to be aware of the full spectrum of succession options, *Buyouts* provides objectives, advice, steps, and a host of examples on the full spectrum of insider-led buyouts. A road map for CPAs, it presents the parameters for many of the major industry segments, techniques for managing risk, providing retention and performance incentives for key personnel and insights into getting deals financed.

- Features advice and examples of insider led buyouts
- Essential guidance on succession options for business owners, key employees, and their advisors
- The 411 on selling your company for a fair price, maintaining control over the process, and realizing lifelong goals

Transition planning is becoming a hot business topic as millions of business owners head into retirement. The fact is that only a limited number of privately held companies will be successfully sold to third parties. A road map for CPAs, *Buyouts* presents the parameters for many of the major industry segments, techniques for managing risk, providing retention and performance incentives for key personnel, as well as insights into getting deals financed.



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