



The Small Business Valuation Book: Easy-to-Use Techniques That Will Help You... Determine a fair price, Negotiate Terms, Minimize taxes

Lawrence W. Tuller

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How much a small business is worth can be difficult to determine, but when a business is about to change hands, a fair and objective valuation is crucial to the sale. This book is an invaluable resource for business owners or buyers looking for accurate small business appraisals. This completely revised and updated book outlines the major valuation methods, including discounted cash flow, excess earnings, asset value, and income capitalization. This edition includes completely new material on the following topics: exploring the 8 myths of business valuations; using the Internet for research; and advice on startups and first generation service businesses. With this book, appraising a business has never been easier—or more accurate!

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