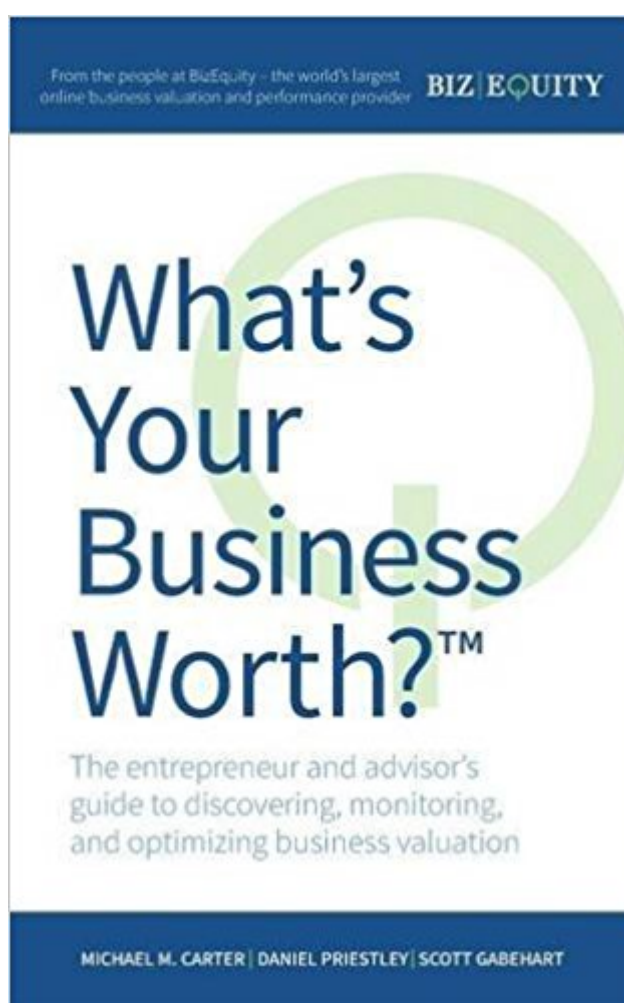


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What's Your Business Worth?: The Entrepreneur And Advisor's Guide To Discovering, Monitoring, And Optimizing Business Valuation



Synopsis

"What's your business worth?' is the last question I have asked for over 60 years to any entrepreneur that came into my office looking for money." Legendary Investor Warren V. 'Pete' Musser, founding investor of Comcast, QVC, and Novell "Business valuation knowledge will shape the future of commercial lending for both lenders and business owners." Tom Petro, CEO, Fox Chase Bank "Today, small businesses have the deck stacked against them in accessing lending, getting financial support, planning for their future or simply selling their business. Knowing your business' value magically unlocks these doors and connects business owners to services and support they sorely need." Randy Shuken, Former SVP WorldWide Strategy in the office of the CEO for MasterCard "If you are a financial advisor, helping your clients or prospects understand their business value will be something that sets you apart and win in the future." Edmond Walters, Founder and former CEO of eMoney Advisor (Fidelity) "What the credit score is for consumers, I think the business valuation score will be for businesses in the future looking for credit." William Groves, former SVP Analytics, Dun & Bradstreet

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Customer Reviews

Michael Carter is the CEO of BizEquity and the inventor of the market-leading online valuation service that is helping the small business economy. Mike has been called one of the top 100 Financial Technology leaders globally by Hot Topics Media in London, and BizEquity was recently recognized as one of the top 360 companies in the United States by Entrepreneur Media. Prior to

founding BizEquity, Mike was Managing Director of The Musser Group where he worked with legendary investor Warren V. 'Pete' Musser to invest in small businesses. Mike was one of the youngest executive officers ever of a billion-dollar public traded Internet Professional Services Company; founded the first dashboard software company called Dashboard Systems; and was one of the first to invent the 'virtual data warehousing' technology used in most Big Data applications today. He began his career at Cambridge Technology Partners in management consulting. Daniel Priestley is a successful entrepreneur who has built and sold businesses in Australia, Singapore and the UK. He's the co-founder of Dent Global, which runs world-leading business accelerators and events for growing enterprises. With offices in the UK, USA, Singapore and Australia, Dent works with over 1000 entrepreneurs and business leaders each year to develop their business, and is endorsed by the Institute of Leadership and Management. Daniel is the author of the best-selling books Key Person of Influence, Entrepreneur Revolution and Oversubscribed. Scott Gabehart is the Chief Valuation Officer of BizEquity, and a Certified Business Appraiser through the Institute of Business Appraisers at his firm, Gabehart Valuation Services. He has evaluated, appraised and sold over 3,000 businesses since 1992. Specializing in SBA business appraisals on behalf of many lenders across the United States, his experience includes work in areas such as bankruptcy, estate and gift taxation, ESOP formation and administration, matrimonial dissolution, partnership disputes and transaction/strategic planning. He is the author of the seminal work in the market, The Business Valuation Book.

Not only did I enjoy the book, as it's well-written and easy to follow, I also found great value in their website. Michael Carter and his company have really created a revolutionary tool for business owners. Knowing the value of your business so quickly, easily (and in expensively!) makes their service absolutely unique.

I give this book 2 stars because if you haven't read anything else on business valuation there are some good points. I deduct three stars because the book is largely a self-published advertisement trying to upsell the authors' product.

One very excellent, meaningful and highly valuable book - one EVERY business owner should have!!

Great, concise guide to knowing how the value of your business can unlock huge advantages for

businesses in negotiating financing terms, planning their estate and future, selling their business or just ensuring that they are adequately insured. For doctors to pizza parlors to multiple location businesses. Common sense book. Love it.

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