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CONTACT: Evelyn Perez

(201) 748-6358

evperez@wiley.com

SELLING YOUR IT BUSINESS

Valuation, Finding the Right Buyer, and Negotiating the Deal

For anyone with a successful IT business, the eventual sale of the company and the price to be received are matters of great and ongoing concern. To maximize profit when the business is sold, it is important for the entrepreneur and his/her team to recognize early on that the skill and preparation put into the sales process will have a huge impact on the price received and how long it takes to complete the deal. There are thousands of IT business owners and consultants that need professional guidance on how to value and sell their business. These entrepreneurs typically have strong technical backgrounds, but lack the business knowledge required to effectively implement the various phases of selling an IT business. **SELLING YOUR IT BUSINESS: VALUATION, FINDING THE RIGHT BUYER, AND NEGOTIATING THE DEAL** (John Wiley & Sons; January 2006; \$45.00) gives a complete overview of the business-sale process, everything from valuation and finding the right buyer, to negotiating and closing the sale

Selling a business takes a lot of time and effort including finding the right buyer, compiling a tremendous amount of information regarding the business, determining how much to divulge prior to the sale, preparing a prospectus which describes the business right up to the time the sale closes, in addition to many legal issues. The information in **SELLING YOUR IT BUSINESS: VALUATION, FINDING THE RIGHT BUYER, AND NEGOTIATING THE DEAL** is presented in a step-by-step format, and includes:

- Guidance for the thousands of business owners and their advisors on how to sell their businesses.

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- Financial metrics to monitor and improve IT businesses
- Creating a business plan and selling memorandum
- Information on valuation, due diligence, confidentiality, screening potential buyers, as well as other key guidance
- Sample checklists, forms and agreements

Selling a business isn't a sure thing, and many people place their businesses on the market and then decide not to sell because they either don't receive any offers or don't receive any offers they consider to be acceptable. **SELLING YOUR IT BUSINESS** works to provide business owners with the tools they need to find the right buyer and close the deal at the right price. This book is essential reading for IT business owners that have ever considered selling their businesses as well as accountants, lawyers, and advisors that support those that do.

ABOUT THE AUTHOR:

ROBERT J. CHALFIN, CPA, Esq. (Metuchen, NJ) is a longtime Lecturer in Management at the Wharton School of the University of Pennsylvania, an attorney, CPA, and president of The Chalfin Group Inc., a consulting firm that specializes in providing strategic planning and advisory services in connection with the purchase and sale of entrepreneurial businesses. He is a frequent speaker at industry forums and conferences.

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