

Buyout: The Insider's Guide to Buying Your Own Company

By Rick Rickertsen, Robert E. Gunther

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"Successful management buyouts (MBOs) are the pinnacle of business success today and a great way to earn an ever-increasing stake in the American dream. Buyout provides managers and executives with the necessary tools and strategies for leading a company or division buyout. It explores the details of the entire buyout process and empowers managers to seize their destiny and take charge. Managers learn how to: * Find a company to purchase * Develop a business plan * Negotiate with the seller * Win the "ground war" of due diligence * Find equity partners and negotiate the management deal with investors * Run the company after the MBO. Buyout offers real-life stories of people who actually pulled off out-of-this-world deals and became rich beyond their wildest expectations."

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"""Rickertsen is one of America's most gifted buyout experts. Anyone interested in an inside look at the buyout world and the opportunities for managers in these deals will learn volumes from this book.""

--Jack Kemp, Empower America

""Only insiders know how this stuff works. Rickertsen is an insider. He brings the complexity of high finance to its knees and leaves it begging for mercy. He explains its inner workings so that even a journalist can understand them.""

--Michael Lewis, author of *Liar's Poker* and *The New New Thing* "

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