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

*Rick Rickertsen, Robert E. Gunther*  
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**Rick Rickertsen, Robert E. Gunther : Buyout: The Insider's Guide to Buying Your Own Company** before purchasing it in order to gage whether or not it would be worth my time, and all praised Buyout: The Insider's Guide to Buying Your Own Company:

0 of 0 people found the following review helpful. Great reference guideBy Banker chickThe book was packed with practical guide in dealing with MBOs. As a banker, there are parallel situations to what takes place in traditional lending and the insight here are very helpful for those who are new to the business and experienced professionals alike. While the book was priced well considering I got the older version and some information are outdated, the

shipping charges were extraordinarily expensive and I was a bit put off by the seller. 0 of 0 people found the following review helpful. 5 Stars are not enough!!! By Jon S. Brandt A great book that hits the Mark... Not only for beginners, helps make sense of the buyout world... Rick Rickertsen style makes a complex process easy to understand... I read his other book "Selling your Business", that became the blue print how I sold my company... I am using this book as a blueprint for my next acquisition ... For me 5 stars is not enough!!!! Jon S. Brandt CEO Momentus Ventures inc 32 of 32 people found the following review helpful. For the big fish. By A Customer Rickertsen presents a comprehensive overview of a management buyout. Before you buy the book, you should know that he is talking about larger companies, and he is talking about fairly senior executives buying them. (One of his examples of a successful buyout manager is Roger Ballou who ran the travel part of American Express.) If you are looking for a company with \$5 million in revenues, you may find valuable information here, but you will likely find other books, targeting a smaller company, more appropriate.

"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."

"After reading Rickertsen's insider view on leveraged deals, no one in America will want to work for wages again." -- David Bonderman, leading global investor and founder of the Texas Pacific Group "Likely to become the essential manual for management buyouts." -- Dr. Terrance Lapier, Entrepreneurship Faculty, The Wharton School "Rickertsen has written a must-read for every manager with the dream of buying and running his own company." -- Bill Marriott, Chairman, Marriott International, Inc. ""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 " About the Author Rick Rickertsen is the COO of Thayer Capital and the founding partner of Thayer's two corporate buyout funds totaling over \$1.2 billion. In his fifteen-year career in the management buyout world he has led more than 50 buyouts, including the Ritz-Carlton Hotel Company, SAGA Software, ePlus, Iconixx, Immediant, and IESI. Robert E. Gunther is founder of Gunther Communications and is the coauthor of numerous books.