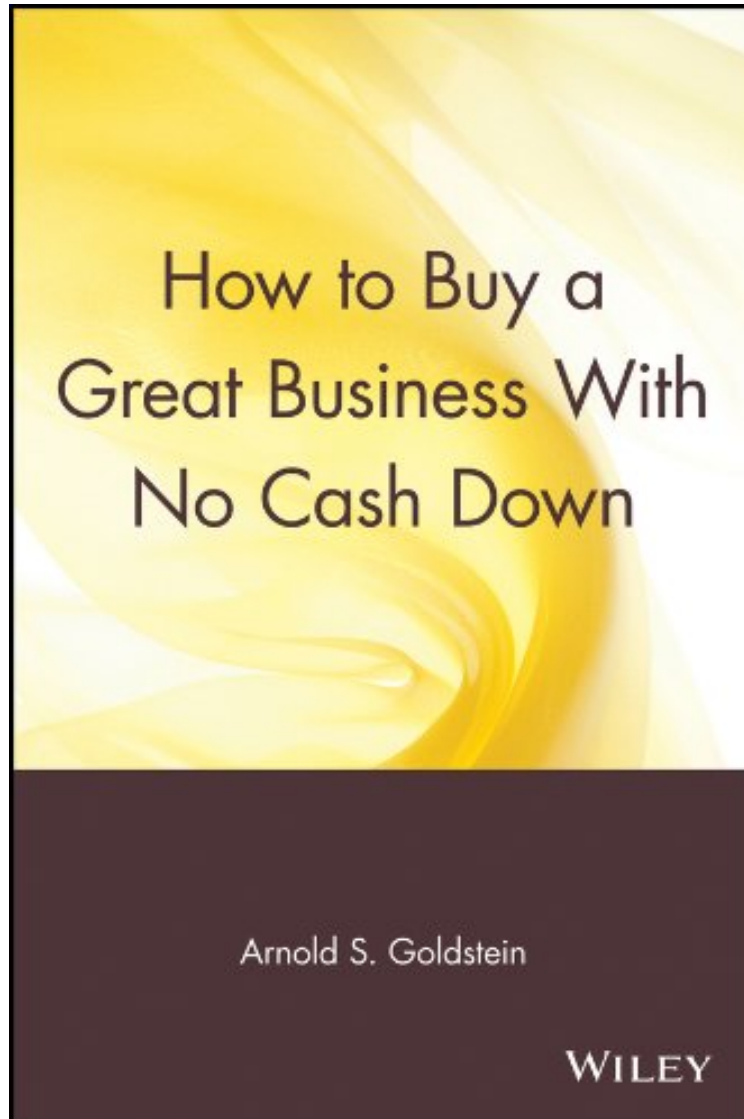


(Free and download) How to Buy a Great Business With No Cash Down

How to Buy a Great Business With No Cash Down

Arnold S. Goldstein

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Arnold S. Goldstein : How to Buy a Great Business With No Cash Down before purchasing it in order to gage whether or not it would be worth my time, and all praised How to Buy a Great Business With No Cash Down:

9 of 9 people found the following review helpful. Superb book for creative financing ideas!By Tiffany C. WrightAs someone who has been a huge advocate of creatively approaching the small business financing "issue", I absolutely loved this book. The author, Arnold Goldstein, strongly encourages the reader to focus on looking at the business from all angles in order to identify financing or cash generation opportunities. Instead of automatically moving to the generic, oft-repeated, downpayment + bank loan approach, this book provides numerous resources to tap to reduce the

amount of cash you would personally need to contribute to the deal. Have you ever heard of a "leveraged buyout (LBO)"? Well, in simple terms, that occurs when one entity buys another with little or no of their own money or any equity for that matter, instead using the target company's assets and cash flow to access debt financing from a number of different sources. Small businesses are too small to attract the attention of LBO financing entities but this book shows you how to do basically the same thing using different sources. "How to Buy a Great Business with No Cash Down" talks about how to find the cash to buy a business so it's focused on acquisition financing. However, many of the suggestions contained within the book are applicable to businesses who wish to expand. Why? A number of the recommendations have to do with approaching entities who will benefit from the expansion that will occur upon your purchase of the company. Therefore, if you wish to expand, those same arguments prevail. Sources of financing covered in the book include: supplier and vendor financing, customer pre-pays, accounts receivables financing, inventory financing, and seller financing, among many others. Arnold Goldstein provides numerous examples and case studies from actual experience (his and his clients) to help drive home what seems to be his primary point: capital exists everywhere, you just have to take the same creative approach in finding it that you do in finding other types of resources in other areas of your business. If you are buying a business, this book will help you not only identify additional financing sources for your acquisition, but also get you to view the business you are purchasing more strategically and wholistically. And that will put you in very good stead indeed once the deal closes and the real work begins. 0 of 0 people found the following review helpful. Thanks. By Timothy Zamora Great advicer book. 1 of 1 people found the following review helpful. This one is okay.... By Ronald Hitson This book is okay as it relates to the subject matter. The best that I've ever read was How to Buy a Good Business with Little or None of Your Own Money by Lionel Haines.

A complete how-to guide to a 100% financed business. How to Buy a Great Business with no Cash Down Bestselling author Dr. Arnold Goldstein has successfully purchased 12 companies--including retail stores to printing plants--and he did it without investing any money of his own! Using his proven formula for success, he also has guided hundreds of other enterprising but financially limited people into their own 100% leveraged businesses. Now, the master of the "No Cash Down" takeover is ready to help you too. In this important new book, he reveals all his secrets, including how to successfully find, qualify, evaluate, structure, finance, negotiate, and take over any type or size business using little or no cash of your own. In How to Buy a Great Business With No Cash Down, you'll * Get over 50 proven "no cash down" techniques, strategies, and formulas that insure success through each phase of the buy-sell process * Discover how to prospect the very best no-cash deals * Learn how to avoid costly errors and common pitfalls * Find out how to calculate what a business is worth * Get all the same handy checklists, forms, and sample agreements the author uses * Learn how to attract the right investment partners * Discover how to negotiate a winning deal each and every time! * Find out how to quickly sell the business for an unbelievable profit