

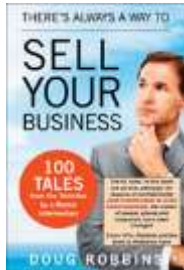
Choices, Choices

We once had a business for sale that we felt was worth about \$800,000. After many months of marketing this business, we received four offers within a few days of one another.

Each buyer had taken the time and hired professionals to assist in valuing the business from their point of view. The range in proposals was startling, to say the least.

1. \$300,000 cash on closing
2. \$600,000 with \$300,000 cash on closing and a \$300,000 note over five years
3. \$900,000 with \$800,000 cash on closing and a \$100,000 note over one year
4. \$1.3 million with \$300,000 cash on closing and the balance over ten years if the business continued at its current revenue levels.

Which offer would you accept?



This story is from Chapter 20 of Doug Robbins' book "**There's Always a Way to Sell Your Business**"

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