



Business Valuation Rules of Thumb and Formula Resource Guide: An Invaluable Guide for Valuing Hundreds of Different Businesses

Stephen K. Bethel

[Download now](#)

[Click here](#) if your download doesn't start automatically

Business Valuation Rules of Thumb and Formula Resource Guide: An Invaluable Guide for Valuing Hundreds of Different Businesses

Stephen K. Bethel

Business Valuation Rules of Thumb and Formula Resource Guide: An Invaluable Guide for Valuing Hundreds of Different Businesses Stephen K. Bethel

This book is the only one of its kind which provides rules of thumb for valuing hundreds of different businesses. This book looks into hundreds of different industries found in the United States. In each section, the critical value drivers for a business are identified, along with the industry specific Red Flags and other risks related to purchasing a business that buyers should be aware of. For readers interested in learning about costs of operation, the book outlines key financial benchmarks for most of the business categories. Ratios for cost of goods sold, managers salaries, operating expenses, rent, working capital and profit margins can also be found in these sections. Of interest to many buyers will be the write-up sections of each industry which discuss available financing and typical terms for business loans. In our approximation, 50% of small businesses are purchased without financing, and most loans require a minimum down payment of +/- 30% of the purchase price. However, terms and pricing vary based upon the business type and time it was purchased. Typical rental rates are also provided for each type of business. At the end of each sections, the book provides information for further reading or reference that was useful to us in writing this manual. The chapters in this book are organized in accordance with the SIC (Standard Industrial Classification) numbers of businesses and NAICS codes. Chapter 1 discusses the Applicability of Rules of Thumb, Weaknesses of Rules of Thumb, Value Drivers for Businesses, Attrition of Customers, Barriers to Entry, Cash Flow Analysis & Trends, Competition, Covenants not to Compete, Franchises, Geographic Location Issues, History of the Business & Prior Problems, Industry-Specific Trends, Inventory, Working Capital and Receivables, Leases, Long-Term Contracts, Macroeconomic Trends, Options to Purchase Stock or the Business, Ownership of Premises (Real Estate) and Business Valuation, Patents, Return on Investment, Sales Trends & Number of Customers, Special Permits and Licenses, Strategic Acquisition, Terms of Sale / Financing, Adjustments, Turn-Key (Absentee Owner) Business, and a Checklist of Important Items for Valuation. Chapter 2 provides an overview of Horticulture and Animal Related Businesses. Chapter 3 provides an overview of Construction Businesses including special trade contractors. Chapter 4 discusses Manufacturing Businesses. Chapter 5 provides an overview of Transportation, Sanitation and Communication Related Services Businesses. Chapter 6 provides an overview of Wholesale and Distribution Businesses. Chapter 7: is the largest chapter and covers a number of Retail Businesses. Chapter 8 covers Finance, Insurance and Real Estate Related Businesses. Chapter 9 provides an overview of different types of Business Services. Chapter 10 provides an overview of Personal Service and Lodging Businesses. Chapter 11 covers all Automotive Businesses. Chapter 12 reviews Health, Education, Legal and Social Service Businesses. Chapter 13 looks at Recreational Businesses. Chapter 14 is an excellent primer on Buyer/Seller Due Diligence. Due diligence is the most important chapter to read and will pay for the book through the knowledge picked up after reading it. Chapter 15 provides a great overview of Selling a Business: Terms and Financing. Chapter 16 provides Typical Scenarios Used in Valuing Small Businesses such as items which need to be adjusted, when using rules of thumb. Important numerical examples include: how to use price to sales and owner's discretionary cash flow multiples, valuing a business with publicly traded comparables, how to separate the business value from the real estate value, how to account for skim, as well as other scenarios. Finally, the appendix presents all of the major references used with the addresses and telephone numbers for finding them.

 [**Download** Business Valuation Rules of Thumb and Formula Reso ...pdf](#)

 [**Read Online** Business Valuation Rules of Thumb and Formula Re ...pdf](#)

Download and Read Free Online Business Valuation Rules of Thumb and Formula Resource Guide: An Invaluable Guide for Valuing Hundreds of Different Businesses Stephen K. Bethel

From reader reviews:

Mary Perry:

Have you spare time for just a day? What do you do when you have considerably more or little spare time? Yes, you can choose the suitable activity to get spend your time. Any person spent all their spare time to take a walk, shopping, or went to often the Mall. How about open or even read a book entitled Business Valuation Rules of Thumb and Formula Resource Guide: An Invaluable Guide for Valuing Hundreds of Different Businesses? Maybe it is to be best activity for you. You recognize beside you can spend your time using your favorite's book, you can better than before. Do you agree with their opinion or you have some other opinion?

William Johnson:

The book Business Valuation Rules of Thumb and Formula Resource Guide: An Invaluable Guide for Valuing Hundreds of Different Businesses make one feel enjoy for your spare time. You should use to make your capable more increase. Book can to become your best friend when you getting anxiety or having big problem with your subject. If you can make reading through a book Business Valuation Rules of Thumb and Formula Resource Guide: An Invaluable Guide for Valuing Hundreds of Different Businesses to become your habit, you can get a lot more advantages, like add your capable, increase your knowledge about a few or all subjects. You can know everything if you like wide open and read a guide Business Valuation Rules of Thumb and Formula Resource Guide: An Invaluable Guide for Valuing Hundreds of Different Businesses. Kinds of book are a lot of. It means that, science guide or encyclopedia or others. So , how do you think about this guide?

Carmelita Ratliff:

Reading a book to be new life style in this year; every people loves to go through a book. When you study a book you can get a wide range of benefit. When you read guides, you can improve your knowledge, mainly because book has a lot of information onto it. The information that you will get depend on what types of book that you have read. If you need to get information about your study, you can read education books, but if you act like you want to entertain yourself look for a fiction books, such us novel, comics, along with soon. The Business Valuation Rules of Thumb and Formula Resource Guide: An Invaluable Guide for Valuing Hundreds of Different Businesses will give you a new experience in looking at a book.

Roberta Nieves:

Reading a book make you to get more knowledge from it. You can take knowledge and information from your book. Book is composed or printed or outlined from each source that filled update of news. In this modern era like at this point, many ways to get information are available for anyone. From media social just like newspaper, magazines, science book, encyclopedia, reference book, book and comic. You can add your understanding by that book. Are you ready to spend your spare time to spread out your book? Or just seeking

the Business Valuation Rules of Thumb and Formula Resource Guide: An Invaluable Guide for Valuing Hundreds of Different Businesses when you needed it?

Download and Read Online Business Valuation Rules of Thumb and Formula Resource Guide: An Invaluable Guide for Valuing Hundreds of Different Businesses Stephen K. Bethel #SM94YNW62FQ

Read Business Valuation Rules of Thumb and Formula Resource Guide: An Invaluable Guide for Valuing Hundreds of Different Businesses by Stephen K. Bethel for online ebook

Business Valuation Rules of Thumb and Formula Resource Guide: An Invaluable Guide for Valuing Hundreds of Different Businesses by Stephen K. Bethel Free PDF d0wnl0ad, audio books, books to read, good books to read, cheap books, good books, online books, books online, book reviews epub, read books online, books to read online, online library, greatbooks to read, PDF best books to read, top books to read Business Valuation Rules of Thumb and Formula Resource Guide: An Invaluable Guide for Valuing Hundreds of Different Businesses by Stephen K. Bethel books to read online.

Online Business Valuation Rules of Thumb and Formula Resource Guide: An Invaluable Guide for Valuing Hundreds of Different Businesses by Stephen K. Bethel ebook PDF download

Business Valuation Rules of Thumb and Formula Resource Guide: An Invaluable Guide for Valuing Hundreds of Different Businesses by Stephen K. Bethel Doc

Business Valuation Rules of Thumb and Formula Resource Guide: An Invaluable Guide for Valuing Hundreds of Different Businesses by Stephen K. Bethel Mobipocket

Business Valuation Rules of Thumb and Formula Resource Guide: An Invaluable Guide for Valuing Hundreds of Different Businesses by Stephen K. Bethel EPub