



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

*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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