



Strategic Acquisition: A Smarter Way to Grow Your Company

Mr. David Annis, Mr. Gary Schine

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Growth through acquisition is quicker, cheaper, and far less risky than more traditional methods of growing a company. Large companies know this; they buy companies all the time. This book shows how small and midsize companies can expand by acquisition, and the tremendous advantages of doing so. It even includes a section on the common mistakes business buyers all too often make. This book details all the steps from finding acquisition targets to evaluating and valuing potential acquisitions, to financing, negotiating, and finalizing a deal. The second edition includes a special section on the ultimate competitive strategy: Put your competitor out of business; buy them!

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