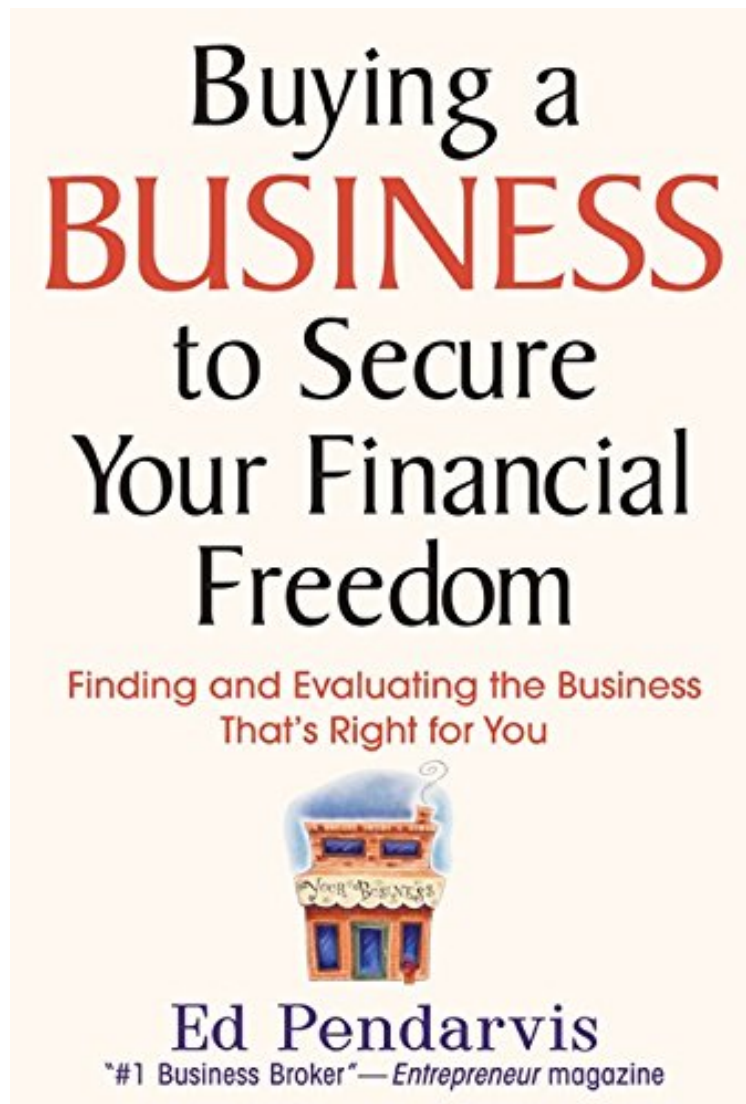


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## Buying a Business to Secure Your Financial Freedom: Finding and Evaluating the Business That's Right For You

*Edward Pendarvis*

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**Edward Pendarvis : Buying a Business to Secure Your Financial Freedom: Finding and Evaluating the Business That's Right For You** before purchasing it in order to gage whether or not it would be worth my time, and all praised Buying a Business to Secure Your Financial Freedom: Finding and Evaluating the Business That's Right For You:

1 of 1 people found the following review helpful. Enjoyable and motivationalBy DFThis is a good book on looking at

possible businesses to buy and how to evaluate them. It was like the author knew I was going to buy his book. He discusses people like me (professionals who've been downsized who are having trouble finding a job and now want to, or have to, work for themselves). It goes through the pros and cons of owning a small business and some of the difficulties in buying a business. This is especially true of small businesses where there is cash involved. The author suggests vendor financing as a way to even out the information gap. I've tried this and not one owner I've talked to is willing to offer vendor financing. The one thing I didn't like is the marketing ploy for the author's chain of franchised business brokerages around the country. He shamelessly promotes his business throughout the book. For me this takes away from the message the book is trying to convey. That said I gave it 4 stars because it is a pretty good book. 0 of 0 people found the following review helpful. Good book to read. Could have been much shorter. By AMZ Customer I just finished reading this book. This book has educated me a bit about buying a business. However the book could have been much much shorter (probably one fifth if not less). Seller financing is always expected. I've seen zero down payment deals but Ed never mentioned about that. I guess as a business broker (he's a business broker), no down sounds like no commission? Good book to read. 0 of 0 people found the following review helpful. Buying a Business to Secure your Financial freedom By Eduardo Sosa This is a great book for anyone to read seeking to buy their own business and become independent from the corporate world where job security is a myth. It tells people used to Wall Street point of view how to view, analyze and buy a Main Street Business. To understand that accounting in this type of business is done for tax purposes and not really used as a management tool. It tells potential buyers that there is nothing wrong with being scared with the task but there is nothing worse than not committing to the process and not taking the move. Lots of people will go through life without taking responsibility for their own well being as they allow fear to reign over reality. Buying a business is a risky proposition but risk can be diminished to a minimum if you do your homework. The option in many cases is that of being unemployed or bowing your head to internal politics in the corporate world. This book will help you decide if you want the former or will accept the latter as a way of life.

The low-risk secret to a high-pro fit business--a perfect primer for first-time entrepreneurs More and more people are leaving their jobs and investing in small businesses--today's leading job growth opportunity. But isn't it risky? Not with Ed Pendarvis, whose business brokerage firm was rated #1 by Entrepreneur magazine. Once investors learn how to find and evaluate the right kind of business, the risks can be reduced--and profits dramatically increased. The secret lies in valuing and purchasing an already existing small business or franchise, one with a proven track record and potential for continued success. With this simple motivational guide, even a first-time entrepreneur can learn how to: Locate a business Negotiate a price Complete a sale Protect an investment Finance the future Achieve true financial freedom

From the Back Cover Small business guru Ed Pendarvis has a powerful message for everyone struggling with the economic uncertainties of life in these times of record job losses: "Invest in a sure thing--invest in yourself!" Worried about losing your job to downsizing or outsourcing? Tired of working longer hours for less pay? Had it with the corporate rat-race and think you're ready to become your own person controlling your own destiny? If so, then this book is for you. It shows you how to achieve real job security and financial freedom by becoming the owner of your own small business or franchise. But isn't going into business for yourself risky? Not necessarily. As Ed explains, small business is the most secure growth opportunity there is--especially when the business you go into has a proven track record and a loyal customer base. And, as boss of your own business, given that you'll keep more of the profits your company earns, your chances of becoming a millionaire are much greater than they would be as an employee. You'll never again have to worry about downsizing, arbitrary layoffs, or having your job outsourced to a developing nation. As founder and head of his own successful international business brokerage firm, Ed Pendarvis knows pretty much all there is to know about matching people up with the right small businesses and franchises for them. In *Buying a Business to Secure Your Financial Freedom* he draws upon his experiences, as well as the experiences of hundreds of small business owners and entrepreneurs around the country who've realized their dreams of financial independence, and shows you how to: Locate the best business or franchise for you and your family Determine the real value and growth prospects of a franchise Negotiate the best price and best payment terms and conditions Obtain financing at the most reasonable terms Complete the sale Protect your investment Achieve true financial freedom Packed with priceless insider advice and tips you won't find anywhere else, *Buying a Business to Secure Your Financial Freedom* could be your ticket to the life you want and deserve. Find true financial freedom in a job no one can outsource In this important book by small business guru Ed Pendarvis, you'll discover the secret behind achieving real job security and financial freedom in these economically complex times. Did you know that 98% of businesses in America are small businesses, and that most of the economic growth that has occurred over the past decade has been in the small business sector? Or that, contrary to popular opinion, small business is today's leading job growth opportunity and the best investment you can make? The trick is buying not just any business, but an established one with a good cash flow and a loyal customer base. In *Buying a Business to Secure Your Financial Freedom* you'll learn how from one of the world's leading experts on matching people with the businesses of their dreams. A perfect primer

for first-time entrepreneurs, it fills you in on what you need to know about: Finding the right business for you The importance of cash flow Valuation methods Financing and terms The art of negotiating the best price Protecting your investment Don't leave your family's financial future in the hands of corporate bean-counters. Ed Pendarvis gives you the knowledge about Buying a Business to Secure Your Financial Freedom. About the Author Edward Pendarvis is founder, Chairman and President of Sunbelt Business Brokers Network, a business brokerage firm for buyers and sellers of small and medium-size businesses. Sunbelt has more than 350 franchises in the United States and twelve other countries and was named the number-one business brokerage firm seven times by Entrepreneur magazine.