



# Perfect Your Exit Strategy: 7 Steps to Maximum Value

*Thomas Metz*

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## **Perfect Your Exit Strategy: 7 Steps to Maximum Value** Thomas Metz

A sound exit strategy improves the probability of a successful exit and obtaining the maximum price. This concise book reveals the seven essential steps that comprise a successful exit strategy including—how to improve your value, reduce your risks, prepare for an unsolicited offer and the nature of strategic value. The book addresses important issues such as the optimal time to sell and the top 10 seller mistakes. It presents a succinct summary of the process for selling a company and advice about transaction structures, confidentiality, due diligence, hiring the right advisors and eight M&A myths.

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