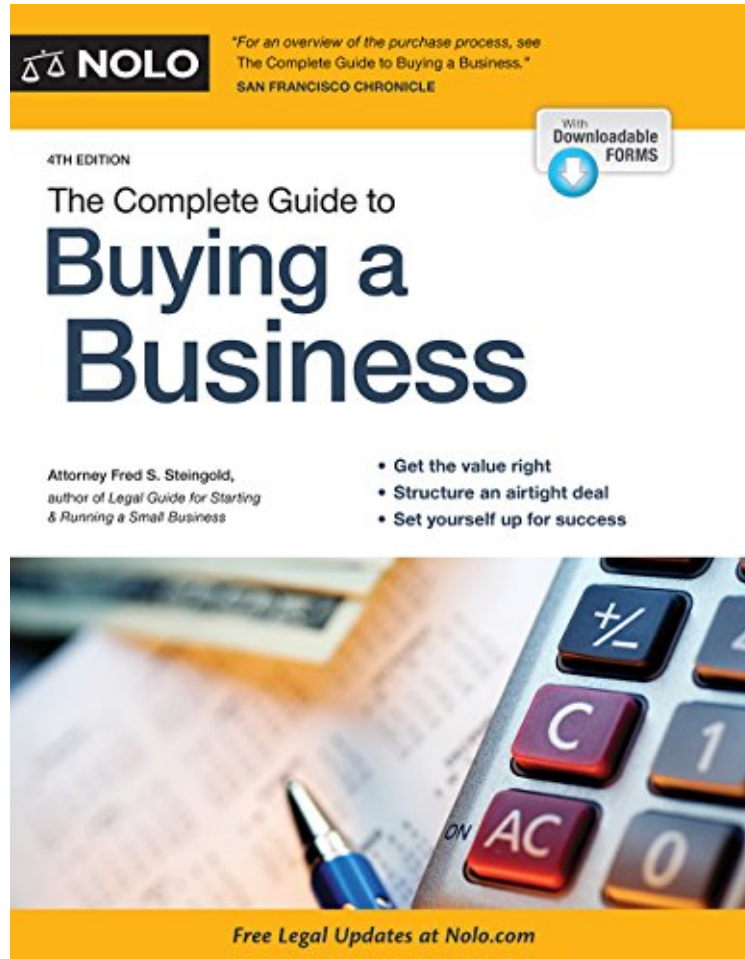


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For an overview of the purchase process, see The Complete Guide to Buying a Business. San Francisco Chronicle Nolo is always there in a jam as the nation's premier publisher of do-it-yourself legal books. Newsweek Steingold offers advice to people considering buying a small or mid-sized business in the ten to hundred thousands range but not the millions that they plan to play an active role in running, perhaps as their main source of income. His guide can be useful to buyers doing the whole deal by themselves, he says, and for those who are working with lawyers, accountants, and other professionals. He covers an overview of the process, getting ready to buy, preparing the sales agreements, preparing the promissory note and other sales documents, and closing the deal." Eithne O'Leyne, Editor Ringgold, Inc. ProtoView From the Back Cover The forms and advice you need for a successful business purchase If you're ready to buy a business, it's essential that you protect your interests and get the best deal possible and with The Complete Guide to Buying a Business on your side, you will. Packed with practical advice and invaluable insights, this book shows you how to: pick the right business analyze the seller's numbers negotiate a payment plan and promissory note prepare and sign a sales agreement close the deal protect yourself from existing liabilities prevent the seller from competing against you The 4th edition of The Complete Guide to Buying a Business is completely updated to reflect the latest laws and tax rules. About the Author Attorney Fred S. Steingold practices law in Ann Arbor, Michigan. An expert on small business law, he represents and advises many small businesses. He is the author of The Legal Guide for Starting Running a Small Business and The Employer's Legal Handbook. His monthly column, "The Legal Advisor," is carried by trade publications across the country.