



# SUNBELT

## Business Sales & Acquisitions

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**BUY or SELL** a business



Thinking about selling your business? Let our experts help.

### Articles For This Month



#### Buff Up Your Business Before Putting it on the Market

**Growing M&A activity** is another sign that the economy is on the mend. And, as demand for corporate combinations demand slowed during the recession, there's a great deal of pent-up demand. If you think you may be selling your business in the future, now is the time to make sure it's ready for bidding. Solid preparation now will help you to fetch top dollar when your enterprise is on the auction block. For some key strategies to consider, read on.

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#### Considering a Business Acquisition?



**If you're considering** a business acquisition, you want to make sure there are no painful surprises in store after the purchase. Due diligence - an often overlooked and underappreciated part of the process - doesn't always eliminate the risk of a failed transaction, but it can greatly reduce it. Click **Full Article** to find out why due diligence should be a crucial part of an acquisition.

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#### We Have Answers for Your Family Business Questions



**Are you concerned** because your children who work in the family business are not making equal contributions, yet they're being treated equal financially? Are you lacking a succession plan? These issues could threaten your company and your family. For other important family business questions to consider, click **Full Article**.

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#### How Healthcare Reform Will Affect Small Business



The health-care reform law, all 2,400-plus pages of it, will take eight years to be fully implemented. Some self-employed people and small employers will begin to feel the impact almost immediately. Others won't notice changes for a few years. Here are the major adjustments. Click on "**Full Article**" to read more.

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### Stocks & Bonds



#### Using P/E Ratios When Investing

**Price/earnings (P/E) ratios** are a common measure of stock value, both for individual stocks and the overall market. Calculating a P/E ratio is straightforward. The difficulty is deciding what a reasonable P/E ratio is for a particular company or for the overall market. Click "Full Article" for an explanation. Copyright © 2010

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### Estate Planning



#### Making Provisions for Minor Children

**For parents with minor children**, the most important reason for estate planning is to ensure that their children will be provided for. To motivate yourself to make these provisions, consider what would happen if you died without a will. Copyright © 2010

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Patent Pending

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