



CONTACT: Andrea Ciecierski  
Stylus Publishing, LLC  
22883 Quicksilver Drive  
Sterling, VA 20166-2012  
Tel: 703-996-1036  
Fax: 703-661-1547  
E-mail: [Andrea@styluspub.com](mailto:Andrea@styluspub.com)  
[www.styluspub.com](http://www.styluspub.com)

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*Thorogood's New How-to Guide Cracks the Secret of Selling a Business for Financial Gain*

*Buying and Selling a Business for Wealth* is a true insider's guide for realizing substantial capital gain from building and selling a business. Written by two experts, this guide offers jargon-free, practical advice for selling a business, from starting or purchasing an existing business to developing, grooming, and eventually selling it successfully.

Entrepreneurs and business owners will find invaluable techniques for creating capital value through exploration of such topics as leadership, shrewd people management, business culture, and branding. The authors argue that too many owner-managers fail to focus on the eventual sale of their businesses soon enough, and they illustrate how owners can successfully focus on current profit as well as longer-term capital value concurrently.

If you currently own a business or are thinking of starting or buying one, then this book is for you.

**Kevin Uphill** is an expert on buying and selling businesses. He is managing partner of Avondale Group, a national business he started in 1991 which specializes exclusively in selling small- to medium-sized businesses.

**Alex McMillan** is a certified NLP Trainer with 20 years' entrepreneur experience. He is the author of *Your Ticket to Success*, *Advanced Selling for Beginners*, and *Entrepreneur*.

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**Buying and Selling a Business for Wealth**  
***An Insider's Guide to Starting, Building and Selling Your Business for Substantial Gain***

Kevin Uphill and Alex McMillan

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