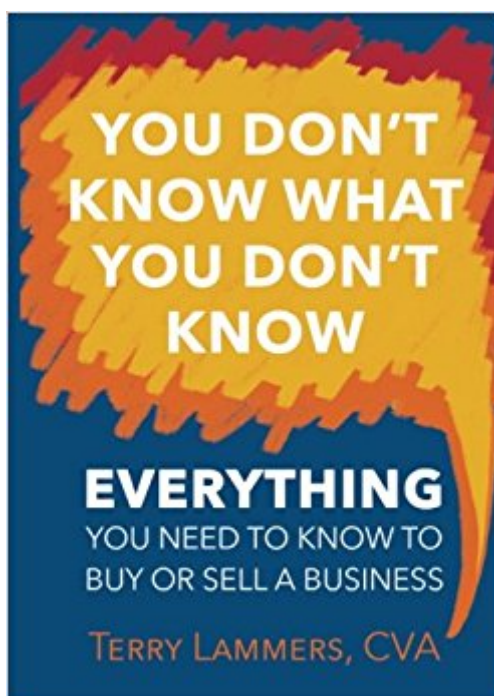


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# You Don't Know What You Don't Know: Everything You Need To Know To Buy Or Sell A Business



## Synopsis

ESSENTIAL READING FOR ANYONE READY TO BUY, GROW, OR EXIT A BUSINESS No matter what stage of business ownership you're in, Terry Lammers will help you understand how to navigate the twists and turns of the business cycle and steer your enterprise toward success. In humorous, straightforward anecdotes, Lammers describes how he grew his own company through 11 acquisitions, which ultimately led him into the mergers and acquisitions business. He shares what he did right, what he should have done differently, and he breaks down complicated topics into friendly digestible pieces that are easy to put into practice. From the pros and cons of buying an existing company to preparing to sell it to developing a life plan for after the sale, this book provides the real-life advice every business owner needs.

## Book Information

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## Customer Reviews

Terry Lammers, CVA, is the former President and Owner of Tri-County Petroleum, Inc., a wholesale fuel and lubricants supplier that serviced southern Illinois and the St. Louis metropolitan area. In eighteen years, Terry grew that business from \$750,000 in sales to over \$42,000,000, a process that included the acquisition of eleven different companies. After he sold the business, Terry spent over three years with Regions Bank as a Vice President of Commercial Banking. In July 2014, Terry teamed up with a partner to launch Innovative Business Advisors, a comprehensive business brokerage firm that helps people buy and sell companies, performs business valuations, and provides exit planning. You can contact Terry at [Terry@Innovativeba.com](mailto:Terry@Innovativeba.com) or visit their website at [www.Innovativeba.com](http://www.Innovativeba.com). Terry has a wife, three children, and a hilarious sense of humor, and he makes his home in southern Illinois.

asked me to rate my own book. Of course I'm going to give it a 5! Seriously though, I have heard from several people that have read the book already and they really liked it. If you own a business or are wanting to buy a business this book is well worth your time and money. Nice easy read.

Great advice for any business owner or anyone wanting to buy a business.

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