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Business Sales & Acquisitions

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## Articles For This Month

### Get a True Picture of Your Company's Value



**Knowing the worth** of your company is critical if you decide to retire and sell, as well as when you want a capital infusion or are planning your estate. But business valuations vary widely in both methods and reasons. Click "**Full Article**" and learn how our firm can help you get the best valuation for your purposes.

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### Key Questions to Ask Before Planning for Merger



**Thinking about tying the knot with another company** to expand your business? Click "Full Article" for some strategies that can help lead to a successful corporate merger.

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## Business Finance

### Know Debtors Before They Say, 'Charge It'



**Issue credit** and you've essentially become a lender, increasing some of your business risks. Credit purchases can help maintain, and even increase, sales volume, but you need to set some standards. Click "Full Article" for some tips on teaching your staff how to minimize the risks. Copyright © 2011

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## Business Tax

### Red Flag for an IRS Audit



**The IRS keeps** a close eye on businesses that handle cash. Here's how the tax agency reconstructs revenue sources when it suspects cheating. *Note:* You may be able to avoid having tax collectors sniffing around by auditing yourself using insider guides that IRS examiners use. Copyright © 2011

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