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Update Summary

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UPDATE 60

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THE FINANCIAL ANALYSIS AND CASHFLOW PRACTICE MANUAL

D Cartney

Highlights

- A new section in Vol 2, “Quick questions when getting a SME sale ready or identify areas to enhance value” (starting at [15-2500]), has been added.
- The index has been updated for the new material.

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NEW SECTION

A new section titled “Quick questions when getting a SME sale ready or identify areas to enhance value” has been added in the Business Valuations of SMEs tab.

This new update discusses quick questions to consider when getting an SME sale ready, or to identify areas in which to enhance value. The update addresses the types of questions – finance, people and organisation, management and administration, existing/new products and services – and critical areas to be considered. The update includes a section on prioritising concerns and questions on follow-through processes.