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This book (a guide) is for top managers who are looking to start their own business via buying a small business which is in "dull" phase at the purchase price of up to 10M. Authors strongly advise against buying tech companies because of high risk of technology changes. Advised financing is 3 parts: own funding, bank/investors, seller debt.

HBR Guide to Buying a Small Business by Richard S. Ruback

In the HBR Guide to Buying a Small Business, Harvard Business School professors Richard Ruback and Royce Yudkoff help you: - Determine if this path is right for you- Raise capital for your acquisition- Find and evaluate the right prospects- Avoid the pitfalls that could derail your search- Understand why a "dull" business might be the best investment- Negotiate a potential deal with the seller- Avoid deals that fall through at the last minute.

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