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Selling Your Pharmacy for All it's Worth: The Guide to Selling Your Community Pharmacy Business

By Anne Hutchings

Troubador Publishing. Paperback. Book Condition: new. BRAND NEW, Selling Your Pharmacy for All it's Worth: The Guide to Selling Your Community Pharmacy Business, Anne Hutchings, Owning a pharmacy can be a stressful business. selling one can be even more so. Anyone who owns a pharmacy will, at some point, start to think about selling it. This is a huge step and one of the most important a pharmacist is ever likely to make. Since most pharmacists only sell a business once it is something they need to get right first time. Selling a pharmacy can be a minefield for the uninitiated, yet many pharmacy owners approach the task with a frightening lack of focus, and with little forethought or planning. A sale is rarely straightforward and many potential deals fail due to a significant lack of knowledge on the vendor's part. Selling your pharmacy for all it's worth gives a unique insight into the sales process and its many pitfalls. In this original guide, one of the UK's leading experts, Anne Hutchings, provides an inside view of how a pharmacy business should be valued, how buyers are found and how a sale price should be agreed. She guides the vendor carefully...



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