

For sale as Books			 as Loose Chapters	
Buyers Book	“B”	Pages	No.	List of Chapters	
Buying a Practice	£30	15	1	Buying a Practice#	£30
Simple Valuation	£20	9	2	Simple Valuation#	£20
Due Diligence	£50	23	3	Due Diligence for Buyer#	£50
DD of Crown Jewels	£10	6	4	Negotiation#	£25
Negotiation	£25	13	5	TUPE (employment law)#	£10
TUPE (employment law)	£10	14	6	Taxation Considerations#	£15
Taxation Considerations	£15	21	7	Heads of Agreement#	£30
Heads of Agreement	£30	12	8	Legal Contract#	£50
Legal Contract	£50	63	9	Practice Funding#	£10
Practice Funding	£10	4	10	Selling your Practice#	£20
GRF – What is it?	£10	7	11	Outline Offer Request#	£5
Total of the above chapters	£260	187	12	Death/Disability#	£10
For Sale as a Book - 60%	£156		13	Due Dil notes for the seller#	£10
			14	Crown Jewel DD Show off#	£10
Sellers Book	“S”	Pages	15	Handover procedure/letter#	£5
Selling your Practice	£20	22	16	Merging & Integration#	£20
Simple Valuation	£20	9	17	Culture structure, personality#	£20
Outline Offer Request	£5	5	18	Complex Valuations#	£35
Due D seller’s notes	£10	11	19	GRF – What is it?#	£10
Crown Jewels showing off	£10	6	20	Consolidators#	£30
Negotiation	£25	13	21	USA Views on M&A #	£20
TUPE	£10	14			
Taxation Considerations	£15	21		# completed ready for sale	
Heads of Agreement	£30	12			
Legal Contract	£50	63			
Death/Disability	£10	26			
Handover procedure/letter	£5	5			
GRF – What is it?	£10	7			
Total of the above chapters	£220	214		Notes	
For Sale as a Book – 60%	£132			1) The left hand side shows the 4 packs how their price is built up and the 40% discount	
Merger Book	“M”	Pages		2) Customers may also elect to buy individual modules as shown on the right side	
Merging & Integration	£20	27			
Due Diligence	£50	23			
DD of Crown Jewels	£10	6			
Simple Valuations	£20	9			
TUPE	£10	14			
Culture, structure, personality	£20	15			
Negotiations	£25	13			
Heads of Agreement	£30	12		It will be marketed as “Four packs – Sales, Mergers Acquisitions, Valuations - or by module – see list”	
GRF – What is it?	£10	7			
USA Views on M&A	£20	58			
Total of the above chapters	£215	184			
For Sale as a Book	£129			Each page is A4 size as it is most suitable for accounts tables, lists which make up perhaps 25% of the material	
Valuation Book	“V”	Pages			
Simple Valuations	£20	9			
Complex Valuations	£35	42			
USA Views on M&A	£20	58			
Consolidators	£30	63		other stand alones, call to order	
GRF – What is it?	£10	7		Selling smaller businesses	£20
Total of the above chapters	£115	179		Valuation Legal Practices	£30
For Sale as a Book	£69				

No.	Chapter Titles	No of Pages	Cost of Chapter	Buyer's Book	Seller's Book	Mergers' Book	Valuer's Book
1	Buying a practice	15	£30	£30			
2	Simple Valuation	9	£20	£20	£20	£20	£20
3	Due Diligence for Buyer	23	£50	£50		£50	
4	Negotiation	13	£25	£25	£25	£25	
5	TUPE (employment law)	14	£10	£10	£10	£10	
6	Taxation considerations	21	£15	£15	£15		
7	Heads of Agreement	12	£30	£30	£30	£30	
8	Outline Legal Contract	63	£50	£50	£50		
9	Practice Funding	6	£10	£10			
10	Selling your Practice	22	£20		£20		
11	Outline Offer Request	5	£5		£5		
12	Death & Disability	26	£10		£10		
13	Due Diligence for the seller	11	£10		£10		
14	Crown Jewels Due Dil or Showing off	6	£10	£10	£10	£10	
15	Handover procedure/letter	5	£5		£5		
16	Merging and Integration	27	£20			£20	
17	Culture Structure and Personality	15	£20			£20	
18	Complex Valuations	42	£35				£35
19	GRF – What is it?	7	£10	£10	£10	£10	£10
20	Consolidators in the UK	63	£30				£30
21	USA Views on M & A, checklist	58	£20			£20	£20
	TOTAL COST for sale as Chapters		£435	£260	£220	£215	£115
	Discounted (60%) for sale as a Book		Not sold as one	£156	£132	£129	£69
	Total No of pages	463		189	214	184	179