

Further Reading

Here is a list of articles to be found online to help you navigate through difficult economic times.

- “Economic Forecasting: How Pros Predict the Future” - From *Graziado Business Report*. This article explains how various forms of economic analysis can help chart a course for your company. (<http://gbr.pepperdine.edu/001/forecast.html>)
- “Getting Ahead in a Slowing Economy” - From *Inc.* This article offers strategic steps for maximizing resources in a tight economy. (http://www.inc.com/articles/details/0,3532,ART21587_CNT56_REG14,00.html)
- “Outsmart Outgun Outlast: Seven Strategies for the Long Haul” - From *Business2.com*. Seven strategies for riding out the current slowdown and aiming for long-term success. (<http://www.business2.com/articles/mag/0,,14581,FF.html>)
- “Developing Receivables Resourcefulness” - From *BusinessFinancemag.com*. Contains a number of tips for boosting your receivables performance. (<http://www.businessfinancemag.com/archives/appfiles/Article.cfm?IssueID=342&ArticleID=13676>)
- “Accounts Receivable: How to Tame the Beast” - Several good ideas for collecting your a/r more quickly and effectively, from Dun and Bradstreet. (<http://www.dnbcollections.com/nbeast.htm>)
- “Stealth Recessions: How Regional and Industry-Specific Downturns Can Ambush the Most Healthy Companies” - Eight steps to recession-proof your company from PriceWaterhouseCoopers. (<http://www.pwcglobal.com/extweb/manissue.nsf/DocID/2FD03FF30F03CD09852567BE0055C7F8>)
- “A Guide for Acquiring Businesses in Bankruptcy - Part I” - A fairly technical look at the ins and outs of acquiring companies in bankruptcy. (<http://www.abtv.com/lib18.htm>)
- “A Guide for Acquiring Businesses in Bankruptcy - Part II” - A continuation of the previous article. (<http://www.abtv.com/lib20.htm>)
- “Nine Early Warning Signs of a Troubled Company” - This quick list highlights red flags to look out for in your company, or in a potential acquisition candidate. (<http://www.abtv.com/lib2.htm>)
- “To File or Not to File: Deciding the Path of a Troubled Company” - A look at the issues that must be addressed when considering a Chapter 11 filing. (<http://www.abtv.com/lib23.htm>)

PERIODICALS

M&A Today: A Newsletter for the Professional Intermediary and all those involved in the buying and selling of mid-sized companies. Published by Business Brokerage Press.

The National Review of Corporate Acquisitions. Published by Acquisition Resource Corporation.

World M&A Network: Active merger and acquisition leads -- sellers, buyers and financial -- from diverse independent M&A professionals. Published by International Executive Reports.

INTERNET

<http://www.acg.org> - The Association for Corporate Growth Network Newsletter. This web page is for and about professionals involved in corporate growth, corporate development, mergers and acquisitions.

<http://www.bizquest.com> - This web page enables the viewer to search databases for specific areas of interest for business transfer and locate experienced brokers and M&A advisors.

<http://www.mergenetnetwork.com> - This web page is useful to anyone who wants to buy a business, sell a business or find out more information about the details involved in these types of transactions. Viewers can post questions on this page and receive back answers from people who are experienced in that subject area.

<http://www.worldm-anetwork.com> - Active mergers and acquisitions from World M&A Network updated daily on the Internet.

SOFTWARE

BizComps 97 available from BizComps, P. O. Box 711777, San Diego, CA 92171. (619) 457-0366.

Buy-Out Plan available from Moneysoft, Inc. www.moneysoft.com

Corporate Valuation available from Moneysoft, Inc. www.moneysoft.com

Pratt's Stats available from Business Valuation Resources, 4475 S.W. Scholls Ferry Road, Suite 101, Portland, OR 97225. (888) 287-8258.