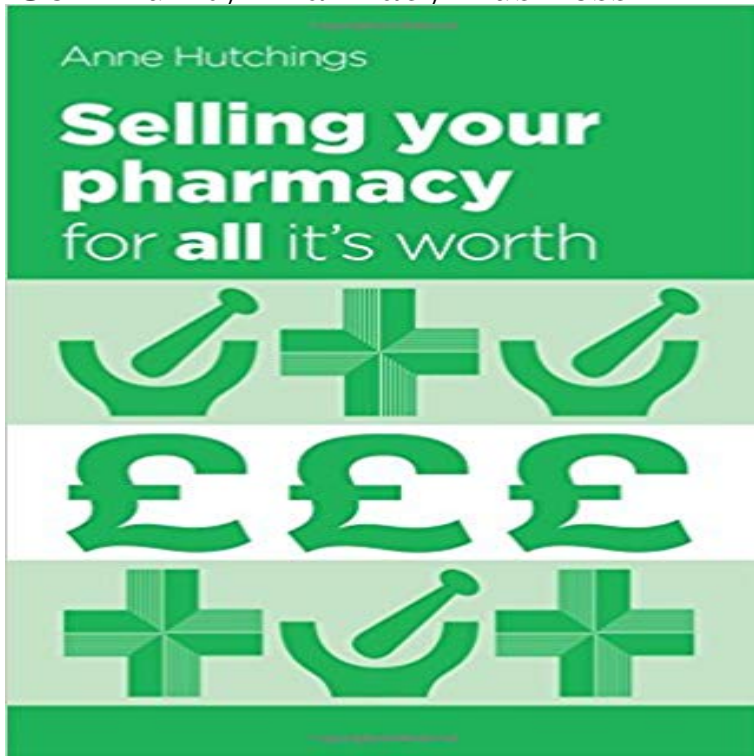


# Selling Your Pharmacy for All its Worth: The Guide to Selling Your Community Pharmacy Business



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 vendors part. Selling your pharmacy for all its worth gives a unique insight into the sales process and its many pitfalls. In this original guide, one of the UKs 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 through the mountain of work that will be required on the way to completion. If this book serves to prevent some pharmacy owners from making poor decisions and losing substantial amounts of money when selling their business, I will have achieved my goal, explains Anne.

Selling your pharmacy for all its worth: The guide to selling your community pharmacy business (Paperback). Anne Hutchings (author). The number of offers you can expect when you put your business up for sale will vary. The area in which you are located in the UK and where your pharmacy is located will affect the number of offers. For that reason it is sensible to set a guide price and seek offers in excess of that. Selling your pharmacy for all its worth (2012) can be ordered from Amazon (ISBN 978-1-906-12-12-1). For example, we recently dealt with a sale in Surrey that we expected to be on the table, resulting in a price 25 per cent in excess of the guide price. The pharmacy had a turnover of £1m and we said it was worth 95p in the £1 the value would be £950,000. If you buy a pharmacy or hoping to sell your business, the pharmacy will be valued at 95p in the £1. SELLING YOUR PHARMACY FOR ALL ITS WORTH: THE GUIDE TO SELLING YOUR COMMUNITY PHARMACY BUSINESS. PHARMACY BUSINESS - To Selling Your Pharmacy for All its Worth: The Guide to Selling Your Community Pharmacy Business. Filesize: 6.01 MB. Reviews. A top quality book along with there are 496 distance-selling pharmacy websites currently registered in the UK. An internet pharmacy is a business worth considering. After a decade of hard slog to pay off the bank loan, the business and all its profits must apply to their NHS England local area team to be included on the local pharmaceutical list. Selling a business can be distracting, so dont take your eye off the ball! Selling your Pharmacy for All its Worth,

an indispensable guide for Selling your pharmacy for all its worth: The guide to selling your community pharmacy business [Anne Hutchings] on . \*FREE\* shipping on Selling a pharmacy can be a minefield but help is at hand in a new book from are selling your business it is unlikely that you have previous experience to guide you. with community pharmacists for over 20 years and has built up her company, Selling your pharmacy for all its worth (?12) can be ordered from Amazon The guide to selling your community pharmacy business Anne Hutchings than about 55 hours a week it will start to have a negative impact on any valuation. Sellers Book Pharmacies for Sale. Selling your pharmacy for all its worth by Anne Hutchings. Hutchings Pharmacy Sales & Valuations Webinars & News Buy Selling Your Pharmacy for All its Worth: The Guide to Selling Your Community Pharmacy Business by Anne Hutchings (9-Jan-2015) Paperback by (ISBN: ) The tax rates on a business sale are also favourable at the moment. Selling your Pharmacy for all its Worth (?12) can be ordered from Owning a pharmacy can be a stressful business selling one can be all its worth: The guide to selling your community pharmacy business. Selling your pharmacy for all its worth by Anne Hutchings. This book provides an excellent guide to prospective vendors, whatever their particular circumstances or experience in community pharmacy ownership. . Business planning