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Richard S. Ruback is a professor at Harvard Business School and a coauthor with Royce Yudkoff of the HBR Guide to Buying a Small Business (Harvard Business Review Press, 2017).

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Thanks for writing the HBR Guide on Buying a Small Business. I have been lightly looking into doing something similar for the last couple years and ran into dead ends with the people that I knew in the accounting, venture capital and private equity worlds. Thus, I really appreciate how accessible you made this activity.

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Richard S. Ruback is a professor at Harvard Business School and a coauthor with Royce Yudkoff of the HBR Guide to Buying a Small Business (Harvard Business Review Press, 2017).

Why More MBAs Should Buy Small Businesses

Book Description. Produced by BizBuySell, the Internet's largest and most active marketplace for businesses and franchises for sale, written in conjunction with Ed Pendarvis, Founder of The Business Buyers University, this guide provides a detailed overview of the business buying process.

The BizBuySell Guide to Buying a Small Business

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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