

# Kaulkin Ginsberg's Available Whitepapers

**Transaction Pricing & Earn-Outs**

**Business Valuations: What Are They & Why Get Them?**

**10 Major Steps in the Process of Selling a Business**

**What are Business Buyers Thinking?**

**Choosing the Right Business Structure**

**Preparing Your Business for Sale**

**Understanding Your Business' Value Before Selling Out**

**Pitfalls to Avoid When Selling Your Business**

**Revenue Cycle Management: Evolving & Adapting**

**ARM: An Industry Poised for Growth**