

Buying a Small Business

Resources for HBS Alumni



Getting started

- [HBR Guide to Buying a Small Business: Think Big, Buy Small, Own Your Own Company](#) by HBS Professors Richard Ruback and Royce Yudkoff (2017)
- Jim Stein Sharpe, Entrepreneur in Residence at the Arthur Rock Center, blogs about [search and running SMEs](#) with a wealth of advice and resources.
- [Buying an Existing Business](#) from the US Small Business Administration is an introductory guide for those who are considering buying a business.

Search Funds

- [Search Funds](#): A website by the Center for Entrepreneurial Studies at Stanford Graduate School of Business. Resources include recent studies on the search fund asset class, links to panel [video discussions](#), and publications about the search fund model, including:
 - [“Search Fund Primer”](#): A practical guide for those contemplating either pursuing a search fund or investing in one. Free sign up required.
 - [“Search Funds: Best Practices for the Search Phase”](#): With input from experienced searchers, operators, and investors, this resource offers a potential blueprint for searchers during the search phase.



Screening brokers or small companies

- eBaker resources (*HBS login required*):
 - D&B Global Express – screen for private and public companies by industry, geography, company size, etc.
 - American City Business Journals – local business news and company lists from over forty US cities.

Screening brokers or small companies

- Free resources:
 - [American Association of Franchisees & Dealers](#) (AAFD) provides resources for franchise buyers.
 - [BizBuySell](#) is one of the largest online databases of businesses for sale.
 - [International Business Brokers Association](#) (IBBA) is the world's largest professional community of business intermediary specialists.
 - The US Small Business Administration (SBA) publishes [contracting resources for small business](#), a list of government sponsored resources that allow you to identify vendors of interest. The SBA also publishes the guide [Market Research: A guide for contracting officers](#) with more resources and tools.

Due diligence

- eBaker resources (*HBS login required*):
 - ABI/ProQuest: articles from academic and industry publications including best practices in business and management
 - D&B Global Express: research public and private companies
- Additional resources:
 - “Buying Your Way into Entrepreneurship” Harvard Business Review, 2/2017
 - “The Due Diligence Phase: More than Meets the Eye” NIP Investment, 12/22/2016

Need more?
Ask us!

We'll provide additional guidance, suggestions, and starting points to help you with your own research.

We'll even do your research for you through our premium B4B service.

Baker Library

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