

Planning Successful Operational & Exit Strategies for Small Businesses

From diligence to tax consequences and post-closing follow-up

Why attend?

Privately held businesses make up more than 80% of businesses, while baby boomers born between 1930-1950 account for approximately 60% of the U.S. population and own approximately 50% of privately held businesses. As over half of the 9.5 million business owners reach retirement, the need for trained exit planning advisors has never been so great.

Typically, the privately held business is the most valuable asset owned, and yet most entrepreneurs think about converting this value for retirement as an afterthought. It's your job as general outside counsel to prepare the owner well in advance of the transaction—anything less impacts your client's potential to realize the full value of their business and an actual sale under ideal terms and conditions.

Learn the importance of assembling a strategic team of professionals and beginning the process at the correct time. Understand the role of each professional in successfully coordinating and executing the strategy, as well as how to navigate the commonly encountered dynamics. Learn the preferred methods of transferring a business, to whom and when—and the potential risks and benefits of each. The panelists discuss the practical and substantive issues involved in a complex business sale, including stock transfers, sale of assets, and mergers with strategic partners. The expert faculty also discuss the potential income and estate tax ramifications and strategies for minimizing each.

You will learn...

- ▶ Key considerations in complex business sales transactions
- ▶ Who should be on the team of professionals guiding the process and why
- ▶ How to conduct the due diligence process
- ▶ How to manage the transaction from beginning to end, including post-closing follow up duties
- ▶ The importance of valuation and the different methods involved
- ▶ About the documentation necessary to support a successful sales transaction
- ▶ About the tax consequences of a sale/transfer

Agenda

- ▶ Advising the Client About the Transfer of the Business
- ▶ Preparing the Business for Sale
- ▶ Valuation
- ▶ Due Diligence
- ▶ Investment Banking
- ▶ Drafting the Agreement
- ▶ Asset Acquisition Versus Stock Acquisition
- ▶ Tax Issues and Structuring the Consideration
- ▶ Closing and Post-Closing Issues
- ▶ "Ask the Experts" Q&A Session

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Get this book **FREE!**



Buying and Selling a Privately Owned Business in Massachusetts

CONTENTS AT-A-GLANCE

- ▷ Advising Clients About the Transfer of a Business
- ▷ Preparing for the Sale
- ▷ Valuation
- ▷ Due Diligence in Private Company Acquisitions
- ▷ Investment Bank Engagement Letters, Confidentiality Agreements, and Letters of Intent
- ▷ Drafting the Agreement
- ▷ Asset Acquisitions: Important Considerations
- ▷ Intellectual Property Issues
- ▷ Employment Issues
- ▷ Tax Issues and Structuring the Consideration
- ▷ Securities Issues
- ▷ Closing and Postclosing Issues
- ▷ Buying and Selling a Distressed Business
- ▷ Legal Opinions

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BURLINGTON

1 p.m. – 5 p.m.,
Tuesday, February 9, 2010
Hilton Garden Inn,
5 Wheeler Road
Program No. 2100070P01

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BURLINGTON
 1 p.m. – 5 p.m.
 Tuesday,
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