

Art of the Business Transfer: TOPICS

- How you help your client in an M&A transaction
- Tax Implications of a Sale
- Key Factors Influencing Value
- Getting Your Business Ready for Sale
- Sale Price Misconceptions (pyramid of CF and multiples)
- Lack of Management in Place
- Bad Advisory Team
- Employee / Partner Buyout
- Buy-Sell Agreement / Buyout Agreement
- Post-transaction Issues

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- Working Capital Impact on Valuations
- Founder's Trap
- Questions to Ask a Seller
- Common Deal Killers in Transaction
- Owner Financing
- Why Businesses Fail after a Sale?
- Common Red Flags on a Business for Sale
- Benefits of Using an Intermediary
- Business Sale Process
- Small Businesses vs Middle Market Businesses