



Exit, Transition & Succession

Ownership & Leadership Planning

It can take years to prepare for an exit or succession. We help you set a plan, refine financial statements, create a tax strategy, develop a post-sale investment strategy and address the emotional and timing aspects of this process. Part of our method is scheduled progress meetings to ensure actions are taken to help achieve set goals.

Different Departure Scenarios

- Exit** | Sale to a new owner or employees.
- Transition** | Change in existing ownership structure.
- Succession** | Transfer of ownership to family.

Value & Transferring Wealth

Each departure scenario requires a different set of exit considerations and timelines. We help identify these based on the owner's goals and expectations.

The Owner's Perspective

Through years running a business, owners tend to develop emotional ties to the company and personal relationships with employees that can impair perspectives and delay development of an exit plan. This can cause a reduction in the maximum selling price or the loss of time for effective tax strategies and planning.

The Next Step

Call us to explore your options. We welcome the opportunity to learn more about your organization.
301.272.6000

Our Solution: The ETS Blueprint

Many owners only sell once in a lifetime. Exit, transition and succession involves many variables. Our team will design a plan and a timeline to address the financial, tax, insurance investment, and emotional aspects of transitioning your company.

Selling Price & Tax Planning

Our task is to optimize your results. The steps vary significantly based on that objective. In a succession, the goal might be to transfer wealth from one generation to the next. In a sale to a third party, the goal is to maximize the businesses's selling price. We help determine what you want to accomplish in our blueprint process.

Other Key Elements to Consider

- **Leadership.** Minimize reliance on the current owner.
- **Emotions.** Get the family emotionally prepared to exit.
- **Financials.** Ensure the financials tell a great story.
- **Personnel.** Let key employees know their role.

Why Bond Beebe?

We have the experience, ask the right questions and value communication. Our clients are not a number, we pride ourselves in creating deep and lasting relationships to help clients achieve and surpass their goals.