



## TRANSITIONAL SERVICES, LLC

### **How to Control Your Exit**

(Two-hour presentation. Program manual provided.)

1. Exit Strategies • Sale to Shareholder/Management • The Controlled Auction Process  
• ESOP • Venture Capital or Private Equity Group/Management Transition  
• Initial Public Offering (IPO)
2. Tax Issues • Double Taxation Avoidance • Stock vs. Asset Sale  
• Recapture Issues • Tax Free Exchanges
3. Legal Considerations • Clean-up Issues • Keys to the Confidentiality Agreement  
• Letter of Intent -- Hot Issues • Seller's Negotiating Points
4. Financial and Operational Concerns • Enhancing Your Numbers  
• Preparing for Due Diligence • Consideration Pitfalls
5. Valuation • Buyer's Approach to Valuing Your Company  
• How to Determine Sustainable Earnings • Where are You on the Multiple Continuum?
6. Questions & Answers

Call today to book this topic...

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