



TRANSITIONAL SERVICES, LLC

Selling or Merging Your Company in Today's Market

(Full-day presentation. Audience involvement in a mock sale.
Comprehensive program manual provided for each participant.)

1. Consideration • Effect on Pricing • Cash • Subordinated Note • Consulting Agreement
• Employment Agreement • Rents
2. Tax Issues • Double Taxation Avoidance • Stock vs. Asset Sale • Recapture Issues
• Price Allocation • Tax Free Exchanges
3. Legal Considerations • Clean-up Issues • Keys to the Confidentiality Agreement
• Letter of Intent Issues • Purchase and Sales Agreement Negotiation Points
• Warranties and Representations • Baskets
4. Financial and Operational Concerns • Enhancing Your Numbers
• Preparing for Due Diligence
5. Valuation • How the Industry Determines Value • How to Determine Sustainable
Earnings • Factors Influencing Multiples of Earnings • Price Adjustments
6. Mock Negotiations -- Audience Involvement • Case Study • Seller Issues to Negotiate
• Buyer Issues to Negotiate • How Did You Do?

Call today to book this topic...

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