



IFA ANNUAL CONVENTION

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22

Have a Plan! The Life Cycle of a Multi-Unit Owner or Entrepreneur

Preparing for and Implementing a Succession Plan



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**UNITED
STATES**

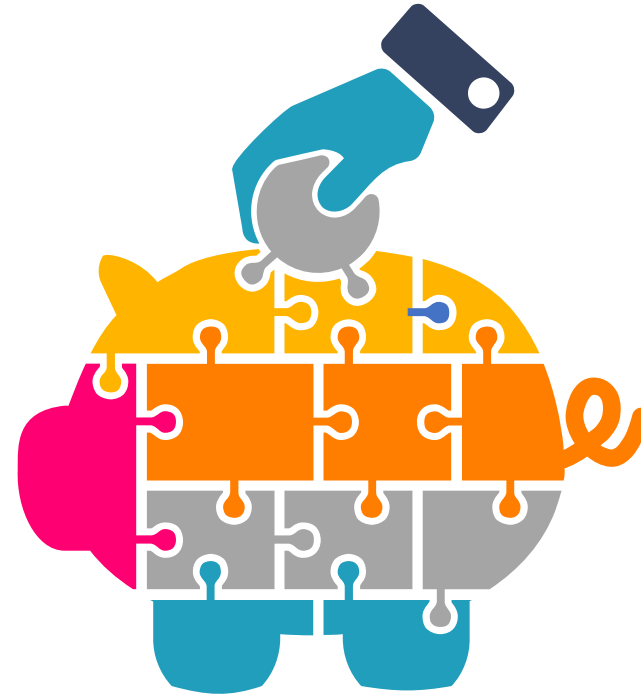
TYPICAL LIFE CYCLE OF BUSINESS OWNER



PREPARE FOR A LIQUIDITY EVENT

How can business owners ensure they're always ready for a liquidity event?

- ✓ Legal / Business Documents
 - Organizational documents
 - Operating agreements
 - Franchise agreements
 - Lease agreements
- ✓ Financial Information
 - Tax Returns
 - Management prepared statements
 - Accountant prepared yearend statements
- ✓ Initial Tax / Organizational Planning



TIMING

What are key factors to consider when succession planning for your business?

01

Macro-economic Factors



02

Brand Performance



03

Business Performance



04

On-going Commitments to Business



SUCCESSION

How does the type of transaction effect the process?



Third-Party Sale

- ✓ Sale of partnership interest
- ✓ Sale of Stock in an S Corporation
- ✓ Sale of Asset



Inter-Organizational
Transfer

- ✓ ESOP Transaction



Related-Party/Next
Generation Transition

- ✓ Estate/Gift tax planning
- ✓ Irrevocable Life Insurance Trust

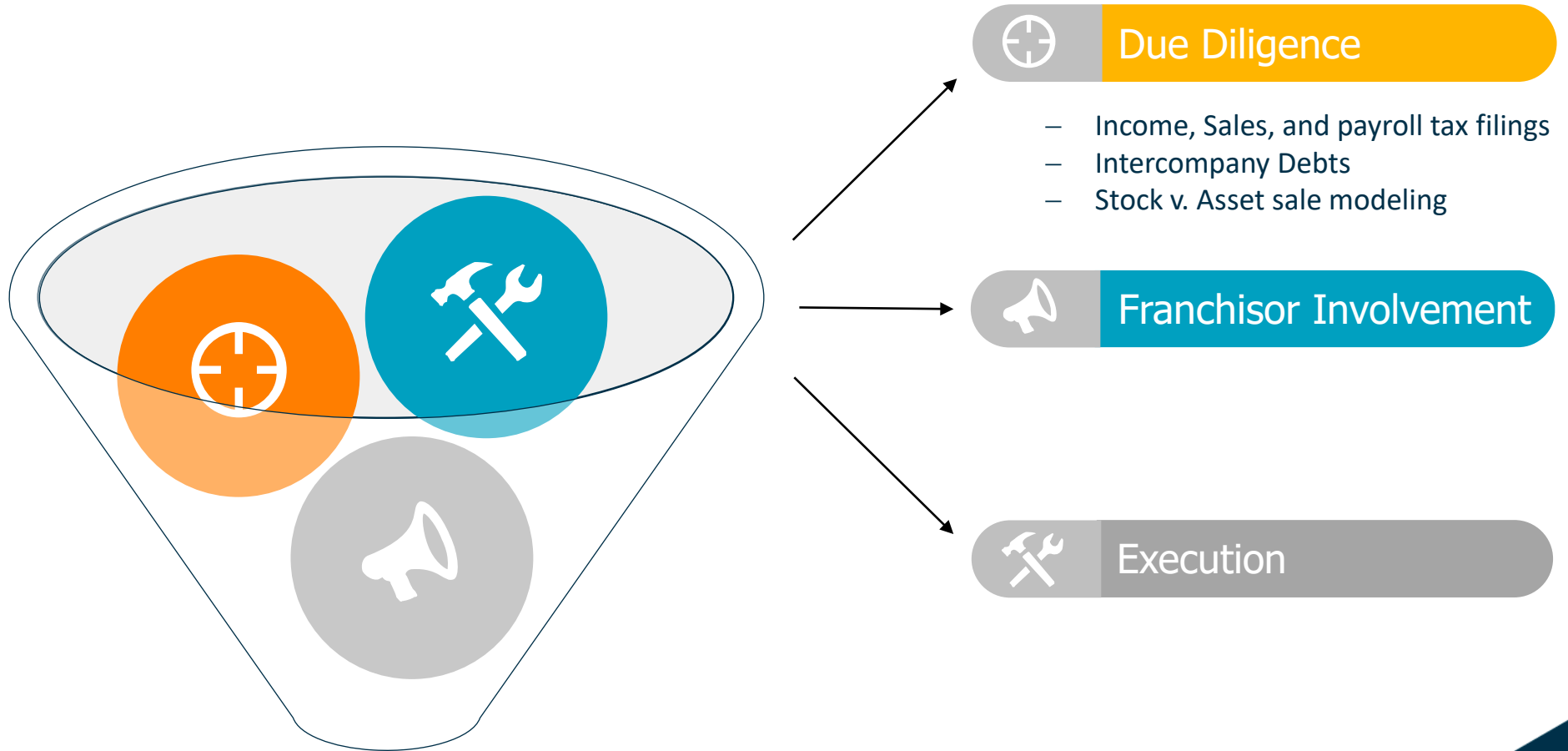
SUCCESSION

Critical Steps in Related Party Succession Planning



SUCCESSION

What other factors should be considered when succession planning?



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C Squared Advisors, LLC is an investment bank specializing in the multi-unit industry. Utilizing years of experience, C Squared provides financial and transaction advisory services to its clients.

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BDO is an international accounting firm that delivers assurance, tax and financial advisory services to its clients. BDO maintains a branch focused on multi-unit operators.