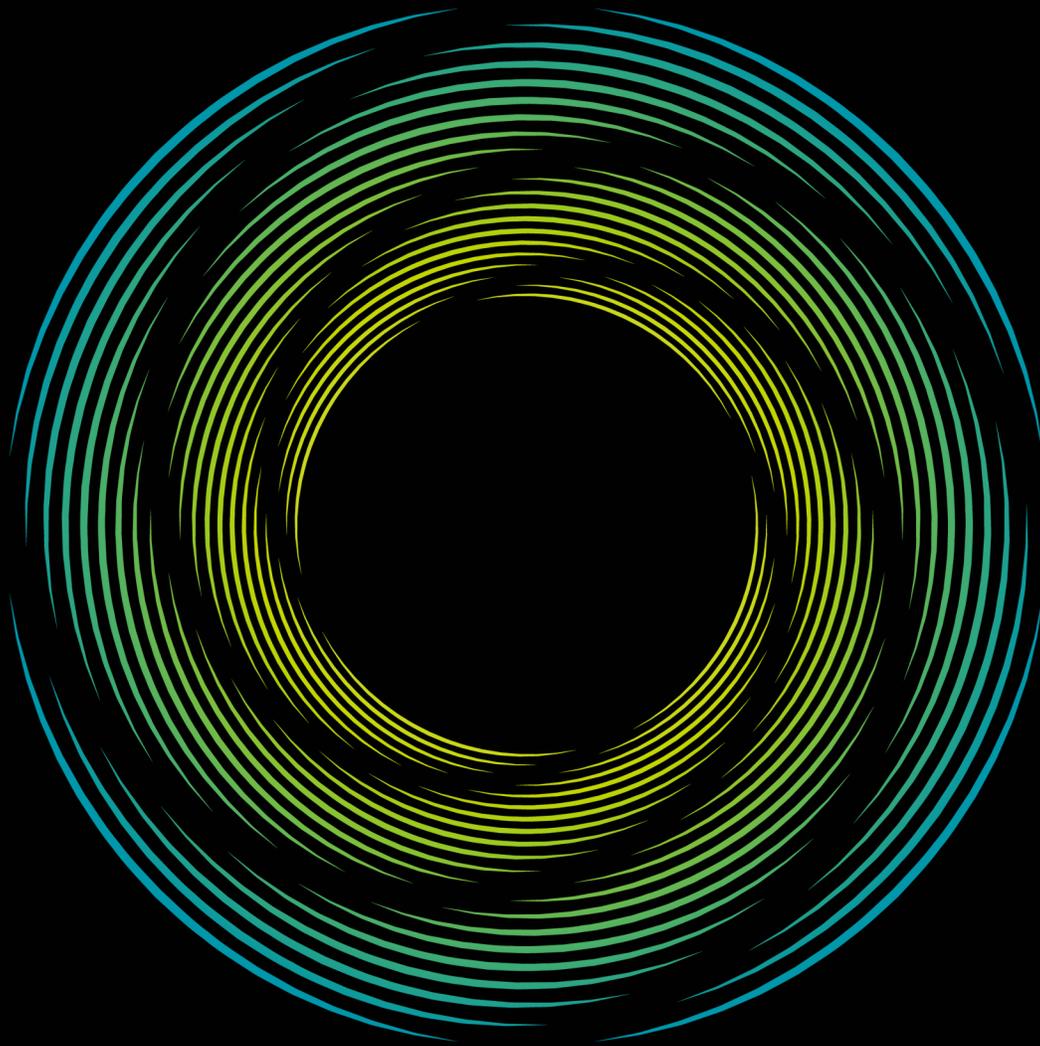


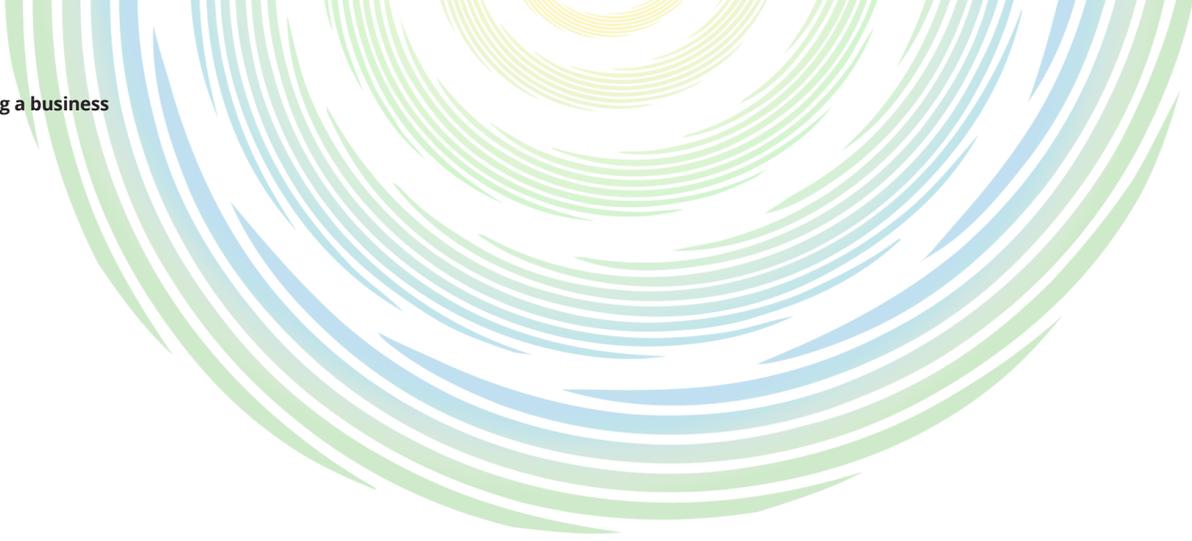
Deloitte.



The personal side
of selling a business



MAKING AN
IMPACT THAT
MATTERS
since 1845



The sale of a privately-owned business can be a life-changing event. For many business owners, it may be the single largest liquidity event in their lifetime. It can also be an appropriate time to initiate long-term wealth planning and charitable giving goals in a tax-efficient manner. As with the sale itself, timing is key. Deloitte's Private Wealth, Corporate Finance, and M&A Transaction Services professionals can assist with many aspects of the process *before, during, and after* the liquidity event.

Before the transaction, proactive steps can help you achieve your estate and succession planning goals while potentially yielding tax benefits upon the liquidity event. For example, transferring partial ownership of your company to a trust for children or future generations before the transaction, when the appraisal value of the business may be lower than what is later realized in a sale, can provide support for generations to come. Alternatively, transferring partial ownership to charity before the transaction may help you accomplish charitable giving goals and potentially reduce your tax liability resulting from the sale. Additionally, corporate restructuring may help reduce your tax burden upon the sale of the business.

During the transaction, it is important to identify tax value drivers and assess pre-sale tax risks, even before you begin due diligence. Tax-efficient approaches and structures, such as after-tax cash-flow planning and a review of the term sheets from a personal tax perspective can help you make informed decisions on the form, consideration, and timing of a sale. The experienced coordination between Deloitte's Private Wealth, Corporate Finance, and M&A Transaction Services specialists can help you prepare for and quickly respond to technical issues that often arise during the transaction so you can assess risks and identify potential opportunities that may strengthen your negotiating position.

After the transaction, with newfound liquidity, some sellers transition from running the business to managing their wealth while others outsource that responsibility. Still others create a family office to manage the wealth and coordinate selected family matters. Whichever path you choose, proactive planning can help you undertake an orderly transition and redeployment of liquidity with effective structure, governance, and personnel already in place.

With many factors to consider in a fast-moving sale, it is also important to establish and continually review your personal goals and objectives for the transaction. Here again, the strong communication and collaboration among Deloitte's Private Wealth, Corporate Finance, and M&A Transaction Services professionals come into play. We can quickly develop a deep understanding of the outcomes you desire for the transaction and make recommendations that align with them as the transaction evolves.

Bottom line, the ongoing management of your business and preparation for its sale can be all-consuming. Planning for the management of your newfound liquidity and any charitable giving you want to undertake can be complex, sensitive, and, therefore, easy to defer. Attending to these matters with a structured approach and experienced team before, during, and after the sale can meaningfully enhance your transformative wealth-creation event.



Why Deloitte?

It's business, and it's personal.

Deloitte has discreetly served high net worth individuals, families, and their enterprises for more than 100 years. As a trusted adviser to many of the world's most affluent families, family offices, and private trust companies, we bring significant experience and integrated service capabilities to our clients. We deliver a global network of resources and a world-class level of knowledge and experience tailored to each family's unique and personal circumstances.

Resources at the ready.

Deloitte can field a world-class team to guide you through these critical conversations, coming to a clear path forward. We have a global team of 1,800 professionals across the Deloitte Touch Tohmatsu Limited network of member firms who focus solely on the specialized needs of the ultra-affluent, including families with multigenerational wealth, entrepreneurs, family offices, and fiduciaries. Our professionals provide advice and deep experience in a wide array of specialized areas—from tax technical to cyber risk management—and have access to a network across the globe, including in emerging markets.

Contact us



Micaela Saviano

Partner, Private Wealth Tax
Deloitte Tax LLP
+1 312 486 3354
msaviano@deloitte.com



Mike Schlect

Partner, Private Wealth Tax
Deloitte Tax LLP
+1 415 783 4564
mschlect@deloitte.com



Ryan Stecz

Partner, M&A Tax
Deloitte Tax LLP
+1 312 486 4087
rstecz@deloitte.com



Jamie Lewin

Principal, Corporate Finance
Deloitte Corporate Finance LLC
+1 214 840 7057
jlewin@deloitte.com



This publication contains general information only and Deloitte is not, by means of this publication, rendering accounting, business, financial, investment, legal, tax, or other professional advice or services. This publication is not a substitute for such professional advice or services, nor should it be used as a basis for any decision or action that may affect your business. Before making any decision or taking any action that may affect your business, you should consult a qualified professional advisor.

Deloitte shall not be responsible for any loss sustained by any person who relies on this publication.

About Deloitte Corporate Finance LLC

Deloitte Corporate Finance LLC (DCF), a broker-dealer registered with the U.S. Securities and Exchange Commission (SEC) and member of the Financial Industry Regulatory Authority (FINRA) and the Securities Investor Protection Corporation (SIPC), is an indirect wholly-owned subsidiary of Deloitte Financial Advisory Services LLP and affiliate of Deloitte Transactions and Business Analytics LLP. Deloitte Financial Advisory Services LLP is a subsidiary of Deloitte LLP. Investment banking or other services that would require registration as a broker-dealer with the SEC and membership in FINRA would be provided exclusively by DCF.

About Deloitte

As used in this document, 'Deloitte' means Deloitte Tax LLP, which provides tax services; Deloitte Financial Advisory Services LLP, which provides forensic, dispute, and other consulting services, and its affiliate, Deloitte Transactions and Business Analytics LLP, which provides a wide range of advisory and analytics services. These entities are separate subsidiaries of Deloitte LLP. Please see www.deloitte.com/us/about for a detailed description of our legal structure. Certain services may not be available to attest clients under the rules and regulations of public accounting.