

Management Consulting

↳ Tailored Business Valuation & Succession Planning Services

Business valuation and succession planning are important services for any business owner, no matter your stage in life, to consider. We tailor our succession planning and valuation services to align with the unique needs and aspirations of each business. Three popular service package options include succession planning, buy-sell/business planning, and valuation/calculation of value.

SUCCESSION PLANNING

Succession planning helps facilitate a smooth transition of ownership and leadership, preserve your business' legacy, maintain continuity, and secure the long-term viability of the business. During the succession planning process, we:

- Meet with business leadership to understand their goals, objectives, and vision for succession.
- Assess the current state of the business, including financials, operations, and key personnel.
- Create a customized succession plan that aligns with business objectives, identifying potential successors and outlining the transition process.
- Collaborating with your attorney, we can assist in drafting necessary legal documents, such as buy-sell agreements, shareholder agreements, or family succession agreements.
- Provide recommendations for training and development opportunities for potential successors to help ensure a smooth transition of leadership.
- Offer continued guidance and support throughout the succession process; addressing any challenges or changes that may arise.



► REASONS FOR A BUSINESS VALUATION

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|---------------------------|-----------------------|
| ✓ BUSINESS PURCHASES | ✓ LENDER ASSESSMENTS |
| ✓ BUY-SELL AGREEMENTS | ✓ OWNER DISPUTES |
| ✓ TRUST & ESTATE PLANNING | ✓ STRATEGIC PLANNING |
| ✓ MARITAL DISSOLUTION | ✓ SUCCESSION PLANNING |

KPM
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You Can 'Account' On Us.
Don't Leave The Future Of Your Business To Chance

BUY/SELL BUSINESS PLANNING

Establishing clear terms and conditions for the purchase or sale of ownership interests; protecting against unforeseen events and facilitating a seamless transfer of ownership is essential to protect your business from many 'what ifs.' We can:

- Conduct a thorough valuation, or calculation of value, of the business to determine its fair market value.
- Collaborating with your attorney, we can assist in drafting buy-sell agreements that outline the terms and conditions for the purchase or sale of shares or ownership interests.
- Provide guidance on funding mechanisms for buy-sell agreements, such as life insurance policies or installment payments.
- Advise on the tax implications and legal requirements associated with buy-sell agreements and business planning.
- Develop contingency plans for unexpected events, such as disability, death, or withdrawal of a business partner.
- Regularly review and update the buy-sell agreement to help make sure it remains current and reflects the business' evolving circumstances.

VALUATION/CALCULATION OF VALUE SERVICES

A valuation or calculation of value is essential in determining the fair market value of your business; making informed financial decisions, attracting investors or buyers, and complying with legal and regulatory requirements. During this process, we:

- Conduct a thorough analysis of the business' financial statements, including income statements, balance sheets, and cash flow statements.
- Gather data on industry trends, market conditions, and comparable business transactions.
- Identify the valuation approach (e.g., income approach, market approach, or asset-based approach) based on the nature of the business and available data.
- Determine or calculate the business' value, providing a detailed report that explains the assumptions and methodology used.
- Offer recommendations to improve the business' value, such as improving operations, reducing risk factors, or exploring growth opportunities.
- Provide expert testimony and support in legal or dispute resolution proceedings, if required.



Don't leave the future of your business to chance - take action. Contact us now to explore how our tailored valuation and succession planning services can benefit your business' unique needs and goals.

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Let's Connect

Contact Us Today To Speak With Our Advisors