

Ask Yourself...

If you had retired, died or become disabled yesterday, *who would own and manage your business today?* *Would you want your business interest* retained for a family member, sold or liquidated?

Objective:

Retain the Business Interest for Your Family

Issues to Consider:

- Is there a capable and willing family member?
- Will the family member be acceptable to any other business owners?
- How will you or your surviving dependents replace the income previously provided by your business?
- Is there a need to equalize inheritances among family members?
- Will there be enough liquidity in your estate to pay taxes and other settlement costs?

Objective:

Sell the Business Interest

Issues to Consider:

- To whom will your business interest be sold?
- At what price?
- And at what events (death, disability and/or retirement)?
- What is the value of your business interest?
- Will the funds be available to complete the purchase at your death, disability and/or retirement?

Objective:

Liquidate the Business Interest

Issues to Consider:

- What is the value of your business as a going concern?
- How does that value compare to the liquidation value of your business?
- How will you or your surviving dependents replace the income previously provided by your business?
- Will there be sufficient funds available to allow for a planned liquidation?