

Buying or Selling a Private Company - Non-Tax Aspects ©

Objective: Buying or selling a business is often the largest single transaction an individual will ever make. It can either be a dream come true, or a nightmare. This course will focus on the both the tax and non-tax factors one should consider in deciding whether to buy or sell a business. Based upon his experiences, the instructor will provide many practical tips on the purchasing or selling of a variety of businesses. Practical knowledge is increased, so you can competently advise your clients.

Learning objectives:

- Note what motivates the buyer and the seller
- List the alternatives that a buyer or seller should consider
- Explain how to determine what the buyer is really getting
- Note the benefits business brokers and other intermediaries can provide
- List the factors to consider in structuring the deal
- Highlight the key differences between a stock sale and an asset sale
- Describe how to determine a fair price
- Provide practical tips to negotiate and close the deal
- Explain how to protect the seller
- Explain how to protect the buyer
- Note the legal issues that are frequently negotiated
- Describe how a purchase/sale should be documented to protect your client

CPE: 8 hours

Level: Basic to Intermediate

Category: Technical Consulting

Prerequisites: None

Instructor: Dennis J. Gerschick

Code: BSPC