

Transferring or Exiting the Business ©

Objective: Many business owners want to retire and transfer their business to either family members or key employees. This course will explore various options an owner of a business can use to transfer part of, or their entire ownership interest. Explore the advantages and disadvantages of each option, note the issues to consider, and the pitfalls to avoid.

Learning objectives:

- Highlight the basics of valuing a closely-held business
- Summarize the estate tax rules affecting businesses, especially Code Section 2703
- List the ways business owners can transfer their businesses to their children
- Explain the key points to consider in succession planning
- List the advantages of a shareholder agreement
- Explain the estate tax deferral rules of Code Section 6166 and the planning opportunities
- Note the tax rules governing stock redemptions
- Summarize the tax rules governing corporate liquidations
- Note the section 355 rules on spin-offs and split-ups
- Highlight the advantages and disadvantages of selling stock to an ESOP
- Describe the advantages and disadvantages of using a charitable remainder trust
- Note the advantages and disadvantages of selling the business to a third party
- Highlight planning for life after retirement

CPE: 8 hours

Level: Basic to Intermediate

Category: Taxation

Prerequisites: None

Instructor: Dennis J. Gerschick

Code: TOEB