

# BUSINESS SUCCESSION EVALUATION



## WHAT IS BUSINESS SUCCESSION EVALUATION?

Business Succession Evaluation (BSE) is a comprehensive, confidential analysis of your current business succession plan by a qualified business planning expert. The process begins by reviewing your objectives and results in consideration of appropriate planning alternatives. This process confirms your plan transitions your business to whom you wish in the most efficient manner possible. Because of your relationship with our firm, we can offer this service to you at no cost

**Provide For Family** - The process confirms that your business succession plan will provide full and fair value for the business interest for the benefit of your heirs.

**Retain Control of the Business** - The analysis verifies the business interest of a deceased owner will remain with surviving owners, and a surviving spouse and children of a deceased owner will not become unintended business partners of the surviving owner(s).

**Assure Employees** – The process confirms that a plan is in place to continue the business and assure employees of their future employment.

**Changing Objectives** - The process considers your current objectives to ensure your plan is designed to transfer the business interest to the appropriate party in the most efficient manner possible.



### GATHER INFORMATION

Submission of a completed Information Gathering Kit and a copy of your existing buy-sell agreement, provides the necessary data to initiate the process.



### ANALYSIS

Analysis includes (1) a review of your buy-sell agreement, (2) identification of potential risks, and (3) presentation of more efficient planning alternatives.



### RESULTS MEETING

The business planning expert will present the report to you identifying planning alternatives and suggested updates.