

You know how you started your business. Do you know how you will leave it?

Order one of our FREE Business Owner Exit Planning White Papers

To get a copy of any of these White Papers, follow the links below or call Tom Chiappetti at (262) 240-9698.
You can also email a request to tomchia@thomasmoregroup.com.

The key to a successful exit is to learn from those who have been through it before.

[Exit Process Overview](#)

...outlines the exit process and explains how to use a team of exit advisors to achieve a more rewarding exit from your business.

What is your business worth? In order to leave successfully, you need to know.

[Business Valuation](#)

...discusses how a business owner can use the services of an experienced business appraiser to value their company as they transfer it to a successor. It may help them avoid an unpleasant encounter with the IRS and help them to reap all of the value of their life's work. It also highlights the importance of how obtaining a value helps to dispel many of the common misconceptions that owners have about the value of their businesses and what the values mean to their overall exit plan.

Will your business continue or just fade away if you die or become disabled?

[Business Continuity White Paper](#)

...discusses four primary problems solely-owned and co-owned companies face when an owner dies or becomes disabled. It proposes solutions to each one of the four problems. This White Paper includes the "Business Continuity Instruction Form" for sole-owners.

What difference does corporate structure make?

[C vs. S Corporation White Paper](#)

...explains why the best form of business entity (C or S) for tax purposes during a business's start up and operational years may not be the best when it comes time to sell the business. Descriptive case studies and clear tables help show owners why entity choice is so important.

Your most important assets walk out the door every night. What have you done to protect yourself from losing them at a crucial time?

[Employee Incentive Planning White Paper](#)

...discusses the paths which allow a business owner to leave a company in qualified hands. Incentives can be equity-based or cash-based, but all plans handcuff employees to the business and help it to accrue value. This White Paper explores several plan options so an owner can determine which path is best.

Is an ESOP for you?

[ESOP Opportunities White Paper](#)

...uses a fictional business owner to illustrate how an owner can use an ESOP to achieve three ownership objectives: 1) to cash out at fair market value; 2) to pay no taxes on the sale; and 3) to transfer the company to key employees. While examining how ESOPs work, their advantages and disadvantages, readers learn that ESOPs do not work for all owners or for every company. They do, however, provide opportunity for some owners to leave their businesses in style.

Did you know that they are only eight ways to leave your business?

[Exit Routes White Paper](#)

When owners think about exiting their companies, the number of exit routes might seem unending. In fact, there are only eight. This White Paper discusses the advantages and disadvantages of each one. Most importantly, it describes a process that enables owners to choose the best exit path for them.

At some point, every owner leaves his or her business - voluntarily or otherwise.

[Inevitabilities White Paper](#)

...discusses the proven Seven-Step Exit Planning Process™ designed to achieve an owner's financial and other goals.

Insiders have no money to buy you out. How will you get paid when you sell to them?

[Transferring Your Company To Key Employees](#)

Owners wishing to sell their businesses to management (key employees) face one unpleasant fact: their employees have no money. Nor can they borrow any—at least not in sufficient quantity to cash out the owner. The transfer methods described in this White Paper employ a long-term installment buyout of the owner or use someone else's money to affect the buyout.

Keep everyone's eye on the ball.

[Using Short Term Key Employee Incentives To Increase The Price](#)

One of a business owner's greatest challenges is to attract, motivate, and keep key employees. Keeping key employees is absolutely critical, however, if the business is to be sold at the highest possible price. This White Paper describes the design elements of a Stay Bonus Plan as well as how to convert a long-term key employee incentive plan into a short term plan.

Beauty is in the eye of the beholder.

[Value Drivers](#)

It is the job of every business owner to create value in his or her business prior to any transfer or sale. Exactly how do owners do that? read this White Paper to learn about those characteristics (or Value Drivers) that buyers look for when deciding how much to pay for a business.

The basics of successful wealth transfer.

[Transferring Wealth To Children - A Primer for Business Owners](#)

Successful business owners often wrestle with the issue of how to pass wealth to children in a way that minimizes - legitimately - their tax bills. This White Paper explains to owners how such a transfer can be designed as well as: how to determine the amount (and if that amount is too much) to be transferred. why fixing their own financial objective precedes any transfer; and