



**DANZIGER &  
MARKHOFF LLP**

A t t o r n e y s   a t   L a w

# **Business Owners**

**SUCCESSION PLANNING OPTIONS TO  
PROTECT YOU AND YOUR BUSINESS**

# **BUY-SELL AGREEMENTS**

can be a win-win for everyone

## **Protects Withdrawing Owners**

- Withdrawing owner receives payment for share of business value
- Secures deferred payments due withdrawing owner
- Minimizes tax impact to withdrawing owner
- Protects withdrawing owner from future liability
- Protects withdrawing owner from subsequent sale of business

## **Protects the Business**

- Structures ongoing payments due withdrawing owner to avoid stress on continuing business
- Protects business from competition by withdrawing owner
- Minimizes tax impact

## **Protects Family Members**

- Equalizes inheritances among family members
- Maintains control by creating Trusts

A Business and Tax-Oriented Law Firm

**DANZIGER &  
MARKHOFF LLP**  
Attorneys at Law

## **SALE TO A THIRD PARTY** requires many strategic decisions

### **What do I sell?**

- Should I sell equity or assets?
- Do I sell the entire business or just a portion?
- Where will I find a buyer?
- Does advertising a sale hurt or help?

### **How do I value my business?**

- How much is my business worth?
- How do I make sure I receive the highest price?
- How do I pay the least amount of tax on the sale?

### **What happens to my employees and me after Closing?**

- How do I protect my employees and family members?
- Should I get paid at Closing or over time?
- What is my liability after Closing?
- Do I work for the Buyer after Closing?

## **So many questions – where are the answers?**

- We have answers.
- We've been putting clients at ease since 1960.
- We will be glad to answer your questions and provide guidance to protect your most valuable asset.

# EMPLOYEE STOCK OWNERSHIP PLANS (ESOPs) often offer the best of all worlds

## Diversify your financial portfolio

- Receive payment for value of business while retaining operational control, if desired.

## Sell all or a portion of your business without paying taxes

- There is always tax to pay when you sell your business, right?  
WRONG. When structured properly, the proceeds you receive for your interest in the business could be tax-free.

## Sell your business gradually

- The ESOP can buy all or a just a portion of your interest in the business. Your choice.

## Motivate your work force

- Companies implementing ESOPs have more highly motivated employees. When the company does well, *so do they*.

## Is your Business an ESOP candidate?

- We would be pleased to have a complimentary meeting with you to:
  - Discuss requirements for an ESOP
  - Determine whether it is the best option for your company.

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