

THE EXIT PLANNING TEAM

DRIVING VALUE THROUGH EACH STAGE OF YOUR EXIT

Importance of Tax Strategy in Exit Planning

Reason	Explanation
Maximizes After-Tax Proceeds	Reduces capital gains and income taxes to keep more of the sale profits
Minimizes Tax Surprises	Prevents unexpected tax liabilities during or after the sale
Allows for Timing Optimization	Enables sale timing in favorable tax years or when rates are lower
Utilizes Tax-Advantaged Structures	Leverages tools like installment sales, QSBS, or charitable trusts
Strategic Use of Losses/Credits	Offsets gains with losses or available tax credits
Supports Retirement & Estate Goals	Integrates with retirement accounts and estate planning vehicles
Improves Deal Structure Negotiations	Informs asset vs. stock sale decisions and term structuring
Aligns with Wealth Planning	Helps ensure long-term preservation and growth of wealth post-sale
Increases Buyer Appeal	Streamlined, tax-efficient deals are often more attractive to buyers