

# BUSINESS TRANSITIONS: SUCCESSION PLANNING AND EXIT STRATEGIES



Ira Bryck,  
former Executive Director,  
Pioneer Valley Family Business Center

Bulkley Richardson invites you to a series of webinars focused on business transitions with an in-depth look at your options. Every successful business owner will eventually transition to new ownership—whether through a sale to a third party or a transfer to family members or trusted employees. Our team of experienced attorneys has successfully guided hundreds of businesses through these transitions.

Join Ron Weiss, partner in the firm's M&A practice, for a look at best practices for building a strong succession plan for your family-owned business. And we welcome Ira Bryck, former Executive Director of the Pioneer Valley Family Business Center and experienced family-owned business advisor, for his perspective on succession planning.

## Session 3: Family Succession Planning

- Management succession issues in a family business
- Estate planning issues when not all children will be involved in the business
  - Insurance as an equalizer
  - Ownership of non-operating business assets (e.g. real estate)
- Use of buy/sell agreements
  - Funding
  - Valuation issues
- Tales of successful family business succession planning

 **When:** Tuesday, April 5 at 12pm

 **Where:** Zoom

[Bulkley.com/exit-strategies](https://www.bulkley.com/exit-strategies)