



Program Providers: National Association of Insurance and Financial Advisors Minnesota and Society of Financial Service Professionals Twin Cities
600 State St Ste A
Cedar Falls, IA 50613
651-366-6091 | info@naifa-mn.org
Website: www.mn.naifa.org

Program Coordinator: Julie Phillips, NAIFA-Minnesota Executive Director
703.770.8420 | jphillips@naifa.org

Program Chair: Courtney Kastelic
480.634.3634 | kastelic.courtney@principal.com

Title: Exit Planning: A Guide to the Process
Presenter: Dyanne Ross Hanson
Date: Wednesday, September 21, 2022
Time: 1:00 – 2:00 PM
Location: Bavaria Downs | 3919 Bavaria Rd, Chaska, MN 55318

CE Credits: This educational offering is APPROVED by the Minnesota Commissioner of Commerce as satisfying 1.0-hour of Standard classroom credit toward continuing insurance education requirements for each hour attended.
CFP: 1.0-hour Standard credit PENDING
CLE: 1.0-hour Standard credit PENDING
A certificate of attendance is available for individuals requesting CPE and PRP (Professional Recertification Program – formerly PACE) credits.

Who Should Attend: Estate planners, financial planners, investment advisors, insurance producers, retirement counselors, CPAs and JDs

Level of Complexity: Overview

Course Description:

Participants will learn how to help their clients take control of the exit process, depart on their own timetable, and work with the successor of choice with optimum value.

Learning Objectives:

- Discover a seven step process needed to design a comprehensive exit/transition plan
- Identify the advantages of an experienced Advisor when executing an exit/transition plan



- Explore issues surrounding valuation, tax minimization, value enhancement, challenges facing “internal” and “external” transitions, importance of having a back-up plan, and legacy/estate planning techniques

Outline:

	<u>Time</u>
I. Exit Planning: Background - Universal Business Truth At Some Point, Every Owner Leaves His Or Her Business – Voluntarily Or Otherwise. 7 Step Exit Planning Process™	9 Min
II. Step 1: Identifying Objectives Date of Departure Financial Resource Needed Desired Successors Reward KE Take to Next Level	3 Min
III. Transition Options – Exit Strategies	4 Min
IV. Step 2: Business & Personal Financial Resource Business Valuation “In the Eye of the Beholder”	4 Min
V. Step 3: Protecting & Maximizing Business Value Protecting Value = Minimize Tax Maximizing Value = Value Drivers	4 Min
VI. Value Drivers - Incentive/Retention Plan Options KEIP Design Characteristics	5 Min
VII. Step 4: Third Party Sale M&A Risk Factors Deal Terms	4 Min
VIII. Step 5: Internal Transitions Transitioning to Insiders Internal Transition Strategies Bonus Stock Installment Buy Out Two Phase Transfer ESOP Which Strategy is Best?	9 Min
IX. Step 6: Business Continuity Four Vital Issues 1. Continuity of Business Ownership 2. Company’s Loss of Financial Resources	6 Min



- 3. Loss Of Key Talent – The Owner
- 4. Loss Of Employees and Customers

Business Continuity: Sole Owner

Business Continuity: Multiple Owners

X.	Common Problems with Buy Sell Agreements	5 Min
	Outdated Valuation	
	Outdated Document	
	Triggering Events are Limited	
	Life Insurance Coordination	
XI.	Step 7: Estate & Legacy Planning	4 Min
XII.	Advisor Team	3 Min
XIII.	Questions	
	Total 60 Minutes	

Instructional Materials for Registered Attendees:

Handouts, if any, will be included in the handout tab at Finaroo.org

Examination & Answers: No exam