

## **Business Owners – Is Now the Time to Sell?**

**By: Attorney Ronald P. Adams, Hoopes, Adams & Alexander, PLC**

As business revenues and values have declined over the past number of years, many owners delayed the possible departure from their business through retirement or sale, either waiting for things to get better, or as result of less interest from potential buyers. Those same owners, five years later and older, are energetically pursuing potential “outs” from their business. Unfortunately, as a result, more frequent buy-out disputes are occurring between departing owners and remaining owners regarding business valuations, payment schedules, non-competes, and the sale of the business.

We are holding a Business Succession Seminar in September to help business owners turn their dream of succession into reality. At this seminar, we will discuss issues such as: (a) what is business succession?; (b) why is a Shareholder's Agreement important?; (c) what is your business worth?; (d) how is “value” determined?; (e) where does the money come from for a buy-out?; and (f) shareholder lawsuits and resolving disputes. We'll distribute more information on this important and timely seminar as the date for it approaches.

Succession planning can: (a) provide an exit strategy; (b) enhance the value of your business; and (c) create a legacy for the future. If you'd like to schedule a personal consultation with Ron Adams regarding your business, please contact our office. He will go over such issues with you as: (a) business valuation; (b) your personal and financial goals; (c) key advisory teams; (d) funding the transfer (e) finding successors; and (f) an active transition plan.

We know it takes time, effort and a willingness to think beyond the current day-to-day crisis that faces every business owner. Let us help you with an exit plan, enhancing the value of your business and creating a legacy for the future.

**For more information, please contact our Chandler, Arizona office at (480) 345-8845 or visit our website at [www.halaw.com](http://www.halaw.com)**