



2007 Boston Breakfast Briefing Series

HOW TO PREPARE YOUR COMPANY FOR SALE AND MAXIMIZE VALUE

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TIPS TO MAXIMIZE VALUE

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Audit

- Required for Public Company Acquisition
- Protects Financial Positioning

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Employee Incentives

- Encourages Strong Management Presentation
- Delivers Management to Buyer
- Protects Seller Post Closing

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Restated Balance Sheets

- Present Company as Third Party Owned
- Provide for Best EBIT/DA Multiple

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Real Estate Issues

- Flexibility in Sale Structure
- Lease can add Post Closing Value
- Avoid/Minimize Environmental Deal Risk

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Estate Planning

- Minimize Tax Exposure
- Succession Planning
- Wealth Transfer

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IP Housekeeping

- Confidentiality Agreements
- TM/Patent Protection
- Work for Hire Agreements
- Right Record Ownership

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Proper Financial Structure

- Retained Earnings
- Borrowed Money

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Paint

- Appearance Counts

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