

# HOW TO BUILD THE BEST EXIT TEAM (& WHAT IT WILL COST)



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# Overview and Introductions

1. Exit Timing and Strategy – M&A Advisor
2. Tax Planning and Structuring – Tax Advisor
3. Due Diligence Perspectives – Quality of Earnings Advisor
4. Bid Instructions and Draft Sales Agreement – Legal Advisor

# Cost and ROI

- Cost and Fee Structures
- ROI
- Case Studies

# Three Key Questions

- 3 questions to ask when choosing each expert
- Client Perspective



BUSINESS  
TRANSITIONS  
FORUM

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Questions?