FLASTER GREENBERG
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Buying and Selling a Privately Held Business

April 27, 2010
Flaster Greenberg

More than 700,000 businesses change ownership each year, according to the U.S. Small Business Administration. Most are small- and mid-sized businesses. Many factors can lead to the decision to sell a business, such as retirement, partnership disputes, health concerns or new business pursuits. Such transactions do not take place, however, without careful planning and preparation.
On Tuesday, April 27, a free seminar is being offered for those considering the purchase or sale of a business. Steve Greenberg, chair of Flaster Greenberg's Corporate Practice Group, will provide an overview of the sale process, examining how to position a company for sale, assess its value, negotiate a favorable sales agreement and other key documents, and close the deal.
Topics include:

- Establishing negotiation objectives and parameters
- Letters of intent and other key documents
- Allocation of purchase price
- Employee relationships and compensation
- Valuation
- Stock vs. asset sales
- Payment methods
- Warranties, obligations and liabilities

Speaker:

- **Stephen Greenberg**, Corporate Practice Group Chair, Flaster Greenberg

WHEN:
Tuesday, April 27, 2010
LOCATION:
Flaster Greenberg PC
1810 Chapel Avenue West
Cherry Hill, NJ 08002

TIME:
Registration: 8:00 a.m.
Program: 8:30 a.m. - 10:00 a.m.

FOR MORE INFORMATION:
Call 856.661.2297

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New Jersey Small Business Development Center

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ATTORNEYS MENTIONED

Stephen Greenberg