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## Moving On, Up or Out: Buying or Selling a Privately Held Business

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April 14, 2011

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 April 14, 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 PC

**Location:** Flaster Greenberg PC

1810 Chapel Avenue West

Cherry Hill, NJ 08002

**Time:** Registration: 8:00 am

Program: 8:30 - 10:00 am

**Sponsored By:** Burlington County College High Technology Small Business

Incubator

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Rutgers–Camden Business Incubator

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**ATTORNEYS MENTIONED**

Stephen Greenberg