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

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

Rutgers–Camden Business Incubator

Rutgers–Camden Small Business Development Center

ATTORNEYS MENTIONED

Stephen Greenberg