

SB Partners LLP

Over the past thirty-five years, SB Partners has established its reputation by maintaining a comprehensive knowledge of its clients' industries providing innovative, cost-effective and practical professional service solutions.

We differentiate ourselves by having a deeper understanding of our clients' industry environments and business needs than is typically expected of accountants.

SB Partners is committed to an environment of education, learning and utilization of technology for our organization, team members and for our clients.

This includes our six-part webinar series *'Sowing the Seeds of a Smooth Transition'* beginning in October 2010.

Landscape Practise Group



John Chisholm
Partner & CEO



Greg Clarke
Partner



Roy Sieben
Partner



Robin Wydryck
Partner



John Dow
Tax partner



Trevor Hood
Partner &
Vice-President of
Corporate Finance

Sowing the Seeds of a Smooth Transition

THE SUCCESSION LANDSCAPE

PRACTICAL EXIT STRATEGIES FOR YOUR CASH-OUT PLAN,
WHETHER SUCCESSION OR SALE

YOU ARE INVITED TO PARTICIPATE
IN A FREE SIX-PART WEBINAR SERIES
STARTING IN OCTOBER 2010



Hosted By SB Partners LLP *In Partnership With Landscape Ontario*

It's inevitable that someone other than you will own and run your business in the foreseeable future. How will you cash out? Still thinking about it?



3600 Billings Court - Suite 301, Burlington, ON L7N 3N6
Tel. 905-632-5978 1-866-823-9990

sbpartners.ca



“ *This six-part webinar series has been designed to address the specific challenges that landscape contractors and others in horticultural industries face when thinking about exit strategies.* ”

After building the landscaping business over 30 years, Carl knows how he wants everything to look. He also knows exactly what he wants to happen to the company when he retires. He wants it to remain a thriving business.

Young Andrew has just gone out on his own and formed his own nursery business after discovering that he and his brother couldn't work together after taking over the business from their father who passed away without any estate plan. They were forced to sell the father's business for a modest sum and start over. He doesn't want that to happen to his children and is thinking about succession now.

Succession-planning is designed to build on the momentum your company enjoys today and ensures its continued growth.

No matter how you contemplate cashing out, it takes longer than you might think and will consume more of your time than you anticipate. Cashing out engages your business and your personal finances, consolidated strategies and loads of emotion. It will have a profound impact on your family. Doing nothing is not an option.

SB Partners has substantial experience in planning exit strategies for principals in family-owned businesses, private companies and partnerships to minimize their departure obligations, maximize their cash positions and to provide practical solutions for the inevitable taxation issues that will arise. This six-part webinar series has been designed to address the specific challenges that landscape contractors and others in horticultural industries face when thinking about exit strategies. SB Partners has a respected reputation of working in harmony throughout the process with your other professional advisors. We deal with any ownership transition issue that may surface, common or uncommon whether it's succession to family members, sale to your management team or sale to a third party stranger. It all starts with defining your needs.

Sowing the Seeds of a Smooth Transition

All webinars will take place from
4:00 – 5:00 pm

Dates: October 13, 27
November 3, 10, 17 & 24

1. Reality Check (October 13) – Assessing where you are in your life plan, your business career and what your future expectations may be and timing; Identifying what you want from the succession, both for yourself and the business; How to interview and questions to ask professionals who can help you with the Succession process; The process you intend to use to select your successor; More time gives you more options – when to start; How to involve your family in business succession planning discussions; Establish a decision making process; Liquidity planning

2. Exploring Your Options (October 27) – Creating the ideal scenario for your departure from the company; Examining the field of potential heirs, buyers and other successors; Help clarify your objectives and those of other potential successors; Determining how you will detach yourself from the company; Deciding what you plan to do once you have exited the company; Plan for training and integrating the new owner; Setting up a transition committee and what it should accomplish; Setting up mechanisms in advance to resolve internal conflicts and confusion

3. Getting Your Business Ready For Sale

(November 3) – Management Buyout or Sale To A Third Party; A strategy for dealing with unhappy family members and others who were not selected to lead the company; How to maximize your cash realization from the sale; How to set up communication between the current owners and the successors; How to protect the legacy of your business; Managing all the other stakeholders, government agencies, customers and suppliers; Contingency planning – how to deal with unexpected events (illness, accident or death)

4. Maximize Your Value (November 10) – Understand the value drivers and how to capitalize on opportunities to enhance the realizable value of your business; The different methods that can be used to arrive at your business valuation

5. Financing Options (November 17) – In depth explanation of a long-term loan based on the value of your fixed assets such as land, building, equipment, or shares in an existing business; An unsecured loan for intangible assets such as intellectual property, goodwill, and client list; Subordinate financing based on risk and benefit sharing; Vendor take-back financing; The right deal structure

6. Legal and Tax Considerations (November 24) – Developing your own personal financial plan and what you should consider; Determining the succession's tax implications and how to reduce them; Your estate plan; Family protection – Updating wills and other critical documentation in synch with evolving family situations; Charitable gift planning