



Business Succession Planning

Every business faces succession planning issues. Successful, forward thinking companies incorporate succession plans within their business plans years in advance. Unfortunately, this is the exception, rather than the rule.

Most business owners wait until they are ready to retire or are facing an unplanned event such as disability to begin the succession process. By putting these decisions off, business owners limit their options (and opportunities) to maximize what is generally their largest asset. In many cases, businesses fail or are sold at a substantial discount due to a lack of planning.

For decades, Naden/Lean, LLC has helped guide business owners through the process of succession planning. Whether the baton will be passed to a family member, management, employees, or a competitor, we will help plot a successful course. We work closely with all the trusted advisors involved in the business including, legal, banking and financial so that communication is open and consistent.

We have taken the additional step of adding a business valuation department to our firm. Most members of Naden/Lean's business valuation team are Certified Valuation Analysts (CVA). An elite designation for Certified Public Accountants, a CVA qualification acknowledges an individual's advanced

knowledge, commitment to continuing education and expertise in valuation theory. A CVA professional is qualified to provide business valuation services to business owners, attorneys, financial planners, insurance companies, judges, financial institutions, real estate appraisers and business brokers. You can trust the CVA experts at Naden/Lean to help you sort through the finer points of the business valuation process using practical, cost effective strategies that can withstand IRS scrutiny, facilitate dispute resolution and consummate transactions.

Services

- Business planning
- Family succession planning
- Internal sales
- Employee purchase
- Management buy-out
- Financial arrangements
- External sales
- Liquidation
- Phantom stock plans
- Business valuations

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Business Succession Planning, continued

Resources

Another way we lend support to the business community is in the form of professional speakers with extensive training and experience in business succession planning issues. Whatever the occasion, we would be happy to furnish speakers for your event at no charge.

Contact Us

For more information about these and other services we offer, contact us at 410-453-5500.

Members of the AICPA and the MACPA