

WALK AWAY WEALTHY

THE ENTREPRENEUR'S
EXIT-PLANNING PLAYBOOK

MARK M. TEPPER, CFP®

Walk Away Wealthy The Entrepreneurs Exit Planning Playbook

Les Nemethy



Walk Away Wealthy The Entrepreneurs Exit Planning Playbook:

Walk Away Wealthy Mark Tepper, 2014-07-01 The essential guide to selling your business and walking away with maximum wealth Nearly every entrepreneur dreams of one day selling their business for big bucks but far too many aren't aware of exactly what it takes to do so The sobering truth is that it's very easy for the entrepreneurs who don't know what they're doing to walk away from a sale without the financial freedom they hoped for In fact only about 20 percent of businesses for sale will successfully transfer to another owner In Walk Away Wealthy Mark Tepper a leading authority on wealth management and financial planning for entrepreneurs shows you how to build a strong exit plan an absolute requirement if you hope to get the full value from a sale Tepper's twelve secrets debunk myths and deliver practical advice as he walks you through what most people don't know or refuse to believe about the process of planning their exit And although it's best to start planning the exit as early as possible the book also delivers advice for those who may have waited too long and feel lost in the face of a rapidly approaching sale Selling the business you worked so hard to build can be a confusing and intimidating proposition Let Mark Tepper clear away the misconceptions steer you clear of common mistakes and help you walk away wealthy *Succession Planning for Small and Family Businesses* William J. Rothwell, Robert K.

Prescott, 2022-10-04 Who will lead your organization into the future Have you created the systems to properly implement required succession transitions Have you put the financial tools in place to fund the transition Do you want a plan that connects with your personal and company core values When do you include timely planning related to strategy and talent issues What are the appropriate communication strategies for sharing your plan What legal issues need consideration related to the strategy financial and people aspects of succession So what is preventing you from starting this effort tomorrow Small and family businesses are the bedrock of all businesses More people are employed by small and family owned businesses than by all multinational companies combined Yet the research on small and family businesses is bleak fewer than one third of small business owners in the United States can afford to retire Only 40% of small businesses have a workable disaster plan in case of the sudden death or disability of the owner and only 42% of small businesses in the United States have a succession plan Fewer than 11% of family owned businesses make it to the third generation beyond the founder Lack of succession planning is the second most common reason for small business failure Many organizations often wonder where to start and what to do *Succession Planning for Small and Family Businesses Navigating Successful Transitions* presents a comprehensive approach to guiding such efforts Small and family owned businesses rarely employ first rate well qualified talent in human resources More typically business owners must be jacks of all trades and serve as their own accountants lawyers business consultants marketing experts and HR wizards Unfortunately that does not always work well when business owners embark on planning for retirement or business exits To help business owners avert problems this book advises on some of the management tax and financial legal and psychological issues that should be considered when planning

retirement or other exits from the business This comprehensive approach is unique when compared to the books articles and other literature that currently exist on the market This book takes on a bold and integrated approach Relevant research combined with the rich experiences of the authors connects this thorough evidence based approach to action based approaches for the reader

Tilting the Odds Mark Tepper,2019-11-02 From 1998 to 2018 people who managed their own investments yielded a paltry 1.9 percent return Why do so many think they can strike investment gold but wind up with such disappointing results In *Tilting the Odds* Mark Tepper CFP and president and CEO of Strategic Wealth Partners shows you how to avoid the pitfalls common to many do it yourself investors You ll learn the investment edge process which is rooted in a well balanced risk reward profile Rather than strike it rich or make money fast the goal of the investment edge process is to create long term success By following the investment edge process you ll increase your ability to control your reactions to the ups and downs of the stock market Instead of succumbing to the failures that lead to poor investment results you ll learn to skillfully manage risk If you re ready to improve the investment decisions that affect your financial life most *Tilting the Odds* is your essential guide

Selling Your Business with Confidence David W. McCombie, III,2024-10-08 A comprehensive handbook for middle market business sellers In *Selling Your Business with Confidence* A Practical Playbook for Mid Market Owners veteran M A advisor David McCombie delivers an insider s guide to navigating the mergers and acquisitions M A sales process In plain English this book covers every essential topic for owners considering the sale of their business Readers will fully understand the process the range of options available and their implications In the book you ll learn to navigate every step of the exciting yet stressful business sale journey such as The overall timeline mechanics and typical strategies of a deal Understanding different types of buyers and what they prioritize Tactics you can implement immediately to make your company more valuable Strategies for emotionally and psychologically preparing yourself for the transaction An essential roadmap to the complicated world of mid market M A transactions *Selling Your Business with Confidence* is a must have resource for business owners and the ecosystem of professionals who serve them

The Money Playbook: The Professional Athlete's Guide to Building Lifelong Wealth Mark M Tepper Cfp(r),Mark M. Tepper,2022-10-04 Pro athletes are in a unique situation They have a shot clock ticking down the time until retirement more quickly than nonathletes do *The Money Playbook* offers athletes a way to enjoy their post career days just as much as their playing days Strategic Wealth Partners CEO Mark Tepper brings his comprehensive knowledge of wealth management to the table in this practical guide for financial planning Tepper knows that pro athletes likely don t have unlimited resources and he wants to help them make what they have count even after the final whistle gets blown From the up and comer to the sunseting veteran all pro athletes need to plan in advance for the time when they no longer suit up Chock full of interviews with pro athletes and techniques such as DIET discipline investments education and team *The Money Playbook* is a practical guide for athletes on how to build an enjoyable lifestyle both during and after their playing days

Dance in the End Zone Patrick Ungashick,2008-11-01

Exiting Your Business, Protecting Your Wealth John M. Leonetti, 2008-11-03 Written by John Leonetti attorney wealth manager merger and acquisition associate and fellow exiting business owner in his own right Exiting Your Business Protecting Your Wealth will guide you in thoughtfully planning out your exit options as well as helping you analyze your financial and mental readiness for your business exit Easy to follow and essential for every business owner this guide reveals how to establish an exit strategy plan that is in harmony with your goals *What's Your Exit Strategy?* Peter H. Engel, 1999 How entrepreneurs plan to leave their businesses should define how they run them who they employ and how they fund them This book reviews in detail the seven main exit strategies from which entrepreneurs and their key executives can craft their operating strategies and create a more financially sound organization Exit Strategy Can Akdeniz, The risk when venturing into a new business from scratch is that you can easily get so absorbed by building your business that you forget to clearly establish where you want your business to go in the long term That is why you see very few people conscious enough to direct their attention not only on the entering aspect but also on the exiting one You need to be aware of the advantages of planning the finish just as you re starting up *Business Exit Planning* Les Nemethy, 2011-02-08 The most viable exit strategies for owners of mid sized companies For many business owners cashing out of a business is a lifelong dream For some exiting a business can be a nightmare Business Exit Planning Options Value Enhancement and Transaction Management for Business Owners provides a comprehensive view of what every business owner needs to know to plan and execute a business exit The book Includes 30 relevant mini case studies on business exit planning and transaction management as well as a glossary of frequently used technical terms Details options for those owners who no longer want to be active in the business as well as for those who want to remain invested Covers a wide range of topics related to business exit planning and transaction management including IPO MBO refinancing ESOPs building an exit team business plan and valuation due diligence and estate planning Regardless of whether a business owner seeks an immediate exit or a staged exit over time Business Exit Planning provides a comprehensive strategy and road map to define exit related objectives

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