

DINNER MEETING + 2CPEs

Tuesday, February 12, 2013

5:00pm Networking 6:00-8:00pm Dinner and Speaker
Fratello's Italian Grille, Manchester, NH

Business Succession Planning & ESOPs

Speaker: Tabitha Croscut, Co-managing Shareholder
Steiker, Fischer, Edwards & Greenapple, P.C.

Over the next ten years 12,000 business owners will be retiring and trying to sell their businesses. Most of these owners will not have spent much time planning for their retirements or planning how they can obtain liquidity for the stock in their privately held companies. A solution all owners should at least consider is selling some or all of their company stock to an Employee Stock Ownership Plan (ESOP). Highlights of this presentation will include:

- What is an ESOP, and what companies are good candidates
- How ESOPs work in S and C corporations
- Selling the company in stages or all at once
- How to use IRC Section 1042 to indefinitely defer capital gains taxes
- How the company is valued
- Financing options in today's market



Tabitha Croscut is co-managing shareholder of Steiker, Fischer, Edwards & Greenapple, P.C., a national law firm with a focus on ESOPs as succession and employee compensation strategies. In addition to counseling clients regarding transactional, compliance and fiduciary issues with respect to their ESOPs, she has represented companies, sellers and internal and external trustees in ESOP transactions

ranging from under a million dollars to over one hundred million dollars. She is a frequent speaker at ESOP conferences nationwide and presents regularly on how ESOPs can be an effective exit or transition planning tool for owners of closely held businesses. Tabitha is a Certified Family Business Advisor through the Galliard Group and is a member of Pinnacle Equity Solutions, an exit planning company.