



## Succession Planning for Privately Held Businesses Presented by Gary Pittsford Castle Wealth Advisors, LLC 2014 Pre-conference Workshop

Planning what we are doing tomorrow, next week, next month or even next quarter is second nature to most of us. We are very good at short term and to some degree medium term goal setting. What about long term strategies? How far in advance have you looked when it comes to the business you have built? What options are available to you as a business owner when it comes time to leave the business? During this workshop, Gary Pittsford will discuss several options covering this very important topic.

During the workshop topics will include business valuation techniques, the difference between voting stock and non-voting stock, Stock Redemption Agreements, different ideas on selling the company either inside or outside the family and other areas covering this important topic.

Attendees will come away with new ideas and tools to better prepare themselves for this important and challenging time.

### DETAILS

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- The workshop will be held on April 7<sup>th</sup>, 2014 beginning at 8:00 AM and ending at 3:30 PM at the Intercontinental Hotel in Addison.
- The cost is \$550 per person.
  - Fee includes workshop materials, breakfast, lunch, and hotel accommodations for 1 night. Evergreen will roll over one night of your hotel stay to the master account. Your 2014 Training and Education fund is available to use for this training.
  - **If you plan to attend the Partnership Conference following the workshop, please make your own hotel reservations for the workshop at the time you make your conference reservations.** Evergreen will make hotel reservations for you **ONLY** if you **DO NOT** plan to stay for the conference. If you are not staying for the conference and are attending the workshop, call me at (800) 859-8733 to set up your room reservations.
- Registration ends 3/17/2014.

To register for this important training, simply complete and fax back the registration form to 972-242-1411. You may also register online at [www.evergreen-marketing.com](http://www.evergreen-marketing.com).

Register today to take advantage of this program. If you have any questions, please feel free to call Wade McCone at 800-859-8733.

Best regards,  
Wade McCone



## Succession Planning for Privately Held Businesses April 7, 2014

### **Monday, April 7, 2014**

|                  |  |
|------------------|--|
| 7:30 – 8:00 AM   | Breakfast and Registration<br>Location: Bel Air located on the first floor   |
| 8:00 – 8:45 AM   | Work shop begins in Bel Air Room<br>Overview of workshop content   |
| 8:45 – 9:45 AM   | Types of corporations<br>Real estate considerations<br>Voting and non-voting stocks  |
| 9:45 – 10:00 AM  | Break  |
| 10:00 – 11:00 AM | Selling inside the family<br>Gifting and/or selling techniques<br>Stock Redemption Agreements<br>Sample sale to children           |
| 11:00 – 12:00 PM | Selling outside the family<br>Valuation techniques<br>Sample sale to key employee or Evergreen member                              |
| 12:00 – 1:15 PM  | Lunch in Mayfair Room  |
| 1:15 – 2:30 PM   | Valuing the business<br>Stockholder equity and useable cash flow<br>Normal add-backs for family business                           |
| 2:30 – 3:30 PM   | Preparing for transition<br>Tax considerations<br>Wills/Trusts/Buy-Sell Agreements<br>Managing assets for secure retirement income |
| 3:30 PM          | Workshop Concludes   |



Construction/Industrial Supply Distribution Network



# Student Registration Form

Hotel Intercontinental  
Addison, TX

School Name:

2014 Pre-Conference Workshop With Gary Pittsford

Dates:

April 7, 2014

Company Name:

Key Contact:

If it is necessary to cancel this registration, please call the Evergreen office at 972.242.1600 no later than one week prior to the school's start date to avoid a cancellation fee.

## Participant #1

Participant #1 Name:

Position:

Years in Industry:

Mailing Address:

Phone # with Area Code

City:

State:

Zip Code:

E-mail Address:

Fax # with Area Code

Please make a room reservation for me for

night(s) beginning on

## Participant #2

Participant #1 Name:

Position:

Years in Industry:

Mailing Address:

Phone # with Area Code

City:

State:

Zip Code:

E-mail Address:

Fax # with Area Code

Please make a room reservation for me for

night(s) beginning on