



“Planning Ahead For a Successful Succession”

Presented by Philip J. Toffel

Planning Ahead for a Successful Succession



What to Plan For:

- Business Leadership
- Family Harmony
- Non-Family Executive Leadership
- Patriarch/Matriarch's Financial Independence Post-Succession
- Estate Tax Avoidance

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Planning Ahead for a Successful Succession



- Business Leadership
 - Assessment of future leaders

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- **Business Leadership**
 - Assessment of future leaders
 - Professional development plan

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➤ Business Leadership

- Assessment of future leaders
- Professional development plan
- Mentoring by current leadership team

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- Business Leadership
- Family Harmony
 - Planning for children *in* the business and those *not* in the business

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- Business Leadership
- Family Harmony
 - Planning for children *in* the business and those *not* in the business
 - Don't burden your spouse with your indecision

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 - Avoid forced sale if tax due

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 - Avoid forced sale if tax due
 - Plan with least amount of life insurance required

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 - Don't leave burden to your surviving spouse and children

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- Estate Tax Avoidance
 - Avoid forced sale if tax due
 - Plan with least amount of life insurance required
 - Don't leave burden to your surviving spouse and children
 - Do you want the next generation to be the *steward* or the *owner* of the family business?

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Questions & Answers



- If you have a more personal question and wish to reach us for a private conversation, please contact:

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