

Mission Statement

Boston Legacy Planning LLC is dedicated to helping clients manage life's transitions – transitions like starting a business, leaving a business, retirement, disability and death.

The practice focuses on designing and implementing the One Plan™ that fully integrates a client's estate planning, financial planning, legacy planning, and business exit planning.

The keys to a successful plan are:

1. Education to empower clients and their helpers
2. A collaborative team of experts
3. A clear process model to keep everyone on track
4. Taking time to understand each client's unique situation
5. Integrating the legal and financial parts of the plan
6. Updating the plan to deal with unexpected change

Boston Legacy Planning LLC



Estate Planning

Business Transition Planning

Retirement Account Planning

Dispute Avoidance and Resolution

Asset Protection Planning

Legacy Planning

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Please visit our website,
www.bostonlegacyplanningllc.com for
a full schedule and description of
Business Transition Planning 101
and other classes.

**BOSTON LEGACY
PLANNING LLC**

Estate Planning for Human Beings™



*INTEGRATING BUSINESS
AND PERSONAL LEGACY*

**Things Every Business
Owner Needs to
Understand *Right Now*
About Their Eventual
Business Exit**

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A Smooth, Vertical Business Exit



It has been said that sooner or later everyone leaves his or her business -- either horizontally or vertically.

But few business owners actually achieve a smooth, vertical exit -- the successful exit they should have after years of hard work. Business owners fail for two primary reasons:

1. **Failure to plan at all.** Many business owners simply make no plan to leave their business. They are just too busy working in the business. They cannot picture their life without their business, and cannot picture their business without them running it.
2. **Failure to plan realistically.** Owners who do plan still don't achieve their goals because they never really set goals, or because they fall into some common traps.

Planning Pitfalls



Time and again, business exit plans fail because owners make the same mistakes, mostly because they have not been taught how to avoid them.

Backwards planning. Business owners take the business to a broker or investment banker without having really planned for what they need to receive from the sale of the business.

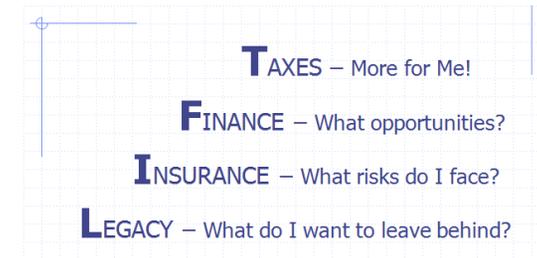
Not knowing the values of their business. Owners don't know that their business has several values, and consistently overvalue the business.

Not understanding what their business means to them. Owners don't understand the "gravitational pull" of their business, and therefore don't plan effectively.

Assuming that there will be a buyer when they are ready to sell. The fact is that only about one business in four is successfully sold to a third party. Owners need to know about their alternatives before it is too late.

The LIFT™ MODEL of Business Transition Planning

Our solution to the problems business owners face in achieving a smooth vertical exit from their business is the LIFT™ Model of Business Transition Planning.



ME and MY BUSINESS – HERE AND NOW

The LIFT™ Model incorporates education, counseling, collaboration by a team of expert advisors, risk assessment and avoidance, value optimization and tax minimization, ongoing updating and maintenance, and full integration with the client's legacy, financial, and estate plan.

The LIFT™ Model is described in more detail at the free class, Business Transition Planning 101, offered monthly. Register 617-624-3350 or on the website.