

Transaction Structuring Report

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Presented By:

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Transaction Structuring Report



A management tool to improve and enhance transaction management.

Structure Design

Tax Implications









Transaction Control

Transaction Structuring Report

Gone are the days of a transaction failing to close because the transaction falls short of an optimal structure for all parties to the sale.



Report Contents

-  Sell Side Implications
-  Buy Side Implications
-  Narrative and Financial Presentations
-  Pay Out Modeling
-  Cash Flow Modeling
-  Tax Implication Modeling
-  IRS Form 8594 Allocations
-  Much More

Key Report Benefits

- No longer will another advisor, such as a CPA, be able to throw a wrench in the deal because the report provides your client with real information.
- Information contained in the report positions the report as a value-added business transfer planning management tool whether the selling entity is a C-Corporation, S-Corporation, Limited Liability Company, Partnership or Sole Proprietor
- Models various structuring solutions detailing the implication to the Seller and the Buyer

Key Report Benefits

- Depending on who procures the report (i.e. Seller or Buyer), the structuring solutions modeled in report can be used by your client during the negotiation process
- Turns tax management into a Proactive Planning Component of the business transfer as opposed to being a reactive unplanned component
- Calculates projected transaction gains and categorizes them by income class (i.e. Ordinary Income, Depreciation Recapture, Unrecaptured 1250 Gain, Capital Gain, etc...)

Key Report Benefits

- Projects tax to be paid by Seller for the year of sale and for future periods during the collection of any applicable installment payments
- Forecasts Net "*After-Tax*" Proceeds to be received by Seller at the initial closing and over the term of any agreed upon payout arrangement
- Allocates and categorizes by class the Asset Components of each structuring solution as per the requirements for the completion of IRS Form 8594 - Asset Acquisition Statement.

Key Report Benefits

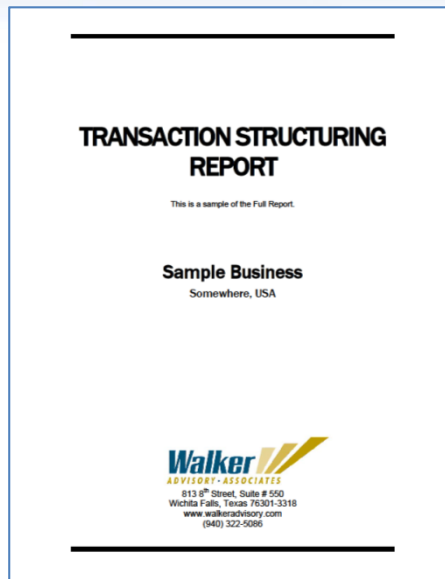
- Results associated with each structuring solution are provided in both a narrative and numerical format to allow for maximum understanding and application of each solution
- Educates a Seller regarding the importance of planning for tax and how structuring will impact Net "After-Tax" Proceeds.
- And Much More

Transaction Structuring Management



The Transaction Structuring Report helps a client plan for ----

Pocket Results



About the Presenter



Monty W. Walker
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- Works with Business Sellers, Business Buyers and their various advisors, such as Business Intermediaries, Accountants and Attorneys, to manage the unique financial, tax, planning and procedural matters associated with Buying and Selling a business. **He does not serve as a Business Intermediary. He only provides Advisory Services.**
- Has a comprehensive business background in the private closely-held sector spanning over 24 years which includes experience in both startups and established entities
- Professionally manages and administers retirement plans including plans which enable entrepreneurs to use their accumulated retirement money as a business capitalization source while preserving tax deferrals and without incurring penalties. His advisory services in the qualified money arena include solutions using of Self-Directed IRAs and Small Business Investment 401(k) Plans.
- Developed and assists Entrepreneurs throughout the country with a unique proprietary comprehensive transaction planning review resulting in a deliverable entitled --- Transaction Structuring Report.
- Works with clients throughout the country rendering advisory support for Business Transactions, Business Exit Strategies, Business Tax Planning and Business Transition Planning.
- Subject Matter Expert for the International Business Brokers Association in the area of Business Transaction Taxation, Structuring and Planning. He is also an approved instructor for the International Business Brokers Association, the Texas Real Estate Commission and the Texas Department of Insurance.
- Authored various business transfer taxation and structuring courses and various other business transfer related workshop topics which he instructs for these organizations.
- Due to his background in the area of business planning and business transfers he is often referred to by his clients and colleagues as a --- “Business Transaction CPA”
- Is a member of the American Institute of Certified Public Accountants, the International Business Brokers Association, the Texas Association of Certified Public Accountants, the Texas Association of Business Brokers, the Institute of Certified Business Counselors and the Society of Financial Service Professionals
- Certified Public Accountant, Certified Global Management Accountant, Certified Business Intermediary