



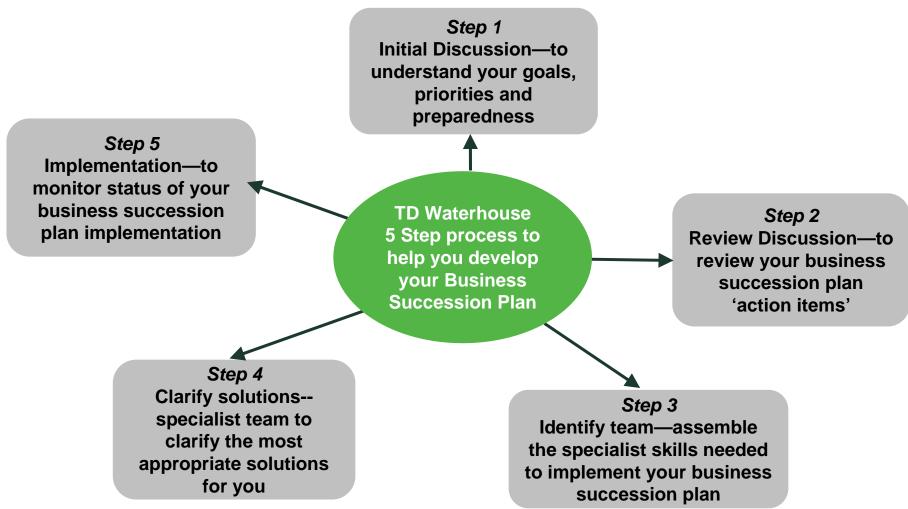




Business Succession Planning





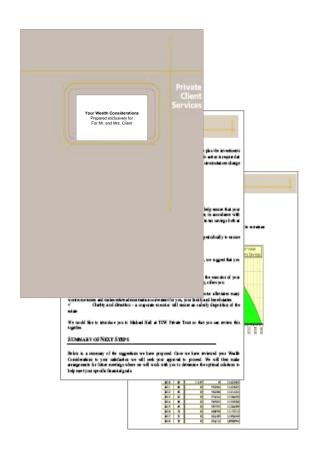






How we can help

- We help business owners achieve their business succession goals by:
 - Asking the key questions to understand your financial and family situation
 - Helping you assess your business succession readiness by performing a Business Succession Review
 - Helping you assemble an integrated team of specialists to advise you
 - Working with your various specialists to help you implement your succession plan







Lawyer Ownership documents. Estate plans. Will and trust documents. Enters the process early. Involved throughout. Business Broker •
Mergers & Acquisitions
Professional •
Investment Banker
Due diligence.
Sale negotiation.
Closing documentation.
Strategic partners.
Deployed during
the end of the
process.

Business Succe

Client

Accountant
Financial statements.
Tax returns.
Tax planning.
Enters the process
early. Involved
throughout.

Private Banker
Personal credit needs
and financial solutions.
Strategic partner.
Periodic presence.
Available through TD Waterhouse.

Estate & Trust Professional
Estate planning. Trust management.
Asset management. Enters the
process early. Periodic presence.
Available through
TD Waterhouse.

Business Valuator Determines fair market value of business. Enters the process early. Provides periodic updates.

Insurance
Professional
Protects value
of business.
Enters the process early.
Periodic presence.
Available through
TD Waterhouse.

Commercial/Small
Business Banker
Financing expansion, & financing
eventual acquisition, if required.
Strategic partner. Periodic presence.
Available through TD Waterhouse.

Investment Advisor
Addresses financial needs.
Counselor. Enters the process early.
Involved throughout.
Available through
TD Waterhouse.

Business Consultant Organizer. Process leader.