



Title: **An ENR Top 20 Contractor's Exit Bruises:**

## **Learn from My Mistakes to Reduce Financial Risk and Find Your Path to Retirement**

### **Session Intro:**

The presentation will share an Amazon #1 Best Selling Co-Author contractor's story of exiting a 200+ employee revealing his costly struggle to find the path, and then lead a proprietary process with case studies demonstrating *millions* in tax efficient planning.

The presenter did not come to understand "what he did not know" until retirement and completing his certified exit training. The presentation reveals his mistakes, overspending millions and solutions to achieve the best bottom line results that owners need to understand.

Remember this during the largest financial event of your life... it not about how much you *get*, but about how much you *keep* when exiting your company. During your exit the federal and state government's share can *exceed* the owner's harvest. Ouch!

### **Session Overview:**

Owners needs to focus on two critical areas in order to cash out, replace themselves, retire, not outlive their money or reduce their present lifestyles. Both the **business and the owner** must be prepared to successfully transfer the business.

You need a plan for *both* to exit your business, unlock your trapped wealth, save taxes, protect your legacy and successfully move your company into the next generation

Exiting your contracting business can be very taxing, besides emotional and intimidating. This complex process requires specialized advice from your accountant, tax advisor, attorney, business appraiser, estate planner, financial adviser, insurance adviser, plus more.

Coordinating and comprehending the disjointed advice can be overwhelming while still running your business. This session pulls the moving parts together to understand exit planning

Owners will leave the presentation knowing:

- The number (after tax dollars) needed from the company to retire
- Which path (5) matches your personal, financial & business goals
- Each path has a different financial value, taxes from 0-55%+
- Several financial and risk management strategies to reduce the exit tax burden and to protect the owner's wealth

We will demonstrate the Beacon **DAD** proprietary three step exit process to provide the **NECA** business owners with various strategies to exit, safeguard their business and personal wealth, build value, groom successors, reduce/eliminate taxes for the business, buyers and sellers in the sale/transfer to achieve a successful exit.

## Presenters:

### Kevin J. Kennedy



Kevin is the Founder and CEO of Beacon Exit Planning “*America’s Exit Planner*™ and Beacon Mergers and Acquisitions.

Mr. Kennedy is a #1 bestselling author, industry voice and thought leader for exit planning and succession. He is a co-author of **the Amazon #1 Best Seller** “The Contractor’s 60 Minute Exit Plan.” He is also a co-author of American Business Awards 2019 Gold Stevie® Winner or the **Best Business Book of the Year** with “An Owner’s Guide to Exit & Succession Planning.” He bought and sold a non-family company that transferred to the 4<sup>th</sup> generation. During his tenure the team grew the company from 35 to over 200 employees into an ENR “Top 20” Specialty Contractor that has been in business for over 73 years.

Mr. Kennedy’s authentic voice resonates with owners because he truly understands the different choices, taxes, emotion and complexities of the exit and succession process.

### Joseph Bazzano



Joe is the COO of Beacon Exit Planning and Beacon Mergers and Acquisitions, a #1 bestselling author, a certified public accountant, certified valuation analyst and a certified business exit consultant with over 20 years of experience in public accounting, valuation and exit strategy services to closely held companies ranging from \$5 to over \$300 million.

Joe was co-author of the **#1 Amazon Best Seller** “The Contractor’s 60 Minute Exit Plan.” He is also a co-author of American Business Awards 2019 Gold Stevie® Winner for the **Best Business Book of the Year** with “An Owner’s Guide to Exit & Succession Planning.”

Mr. Bazzano is national speaker to business owners on exit planning, valuation, taxes, and asset protection that have shown business owners how to increase the value of their businesses by millions of dollars with exponential savings on tax dollars.

His presentation style is to take the complex subject and make them easy to understand by using examples and case studies.