



Buy-Sell Agreements

We know
that your business
is not just your
business – *it's your
life's work.*



As a partner in a business, the most critical, yet sometimes neglected area of importance, is ensuring your business' continuity after your partner is no longer able to be involved. A buy-sell agreement is a must for every partnership, as it establishes the responsibilities of each respective

partner, and the general rules to be followed when one party can no longer be involved.

As part of a buy-sell agreement engagement, Roth&Co's Advisory Services division will assist you in making sure that the agreement is structured to meet its intended goals.

PHASE I



Gathering and Reviewing Information

There are many financial implications to consider when structuring a buy-sell agreement. The first step to creating an effective agreement is to gain absolute clarity of your current financial picture.

DURING THIS PHASE, WE WILL:

- › Review Company Tax Returns
- › Review Company Financial Statements
- › Review Corporate Records and Existing Agreements

PHASE II



Determining and Establishing Goals

Your goals provide the framework when drafting the agreement and how best to fund it. Determining those goals at the outset will help minimize any conflict, allowing for a much smoother process.

THIS PHASE INCLUDES:

- › Understanding the Goals of Parties Involved
- › Establishing the Key Terms of the Agreement

PHASE III



Finalize the Agreement

This phase entails working in close concert with your legal team and life insurance agent to finalize legal and funding considerations.

DURING THIS PHASE, WE WILL:

- › Assist your legal team with ensuring that the agreement drafted correctly represents your wishes
- › Review tax ramifications of the agreement
- › Review life insurance policies

PHASE IV



Monitoring Plan and Client Follow-Up

There are many unpredictable economic and/or legislative factors that can compromise the effectiveness of an agreement. We will review your plan at regular intervals to ensure its value and relevance.

DURING THIS PHASE, WE WILL:

- › Ensure Proper Implementation of the Agreement
- › Evaluate Necessary Changes to Existing Plan



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