



SELLING—NOT COMPLIANCE IS MY PRIORITY



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THE BEST TIME TO SELL



- Ready
- Industry Transition
- Investment
- Key Employee
Departure/Retirement
- Lack of Succession
- Interested Buyer
- Broker/Consultant





ARE YOU READY TO EXIT?

- “Burn-out” Doesn’t Mean “Prepared”.
- Do you have assets outside of the company? Investments, real estate, marketable securities.
- Have you chosen and trained a successor?
- Does your successor have the tools to be successful?
- Will you have a useful life after business?



POTENTIAL EXITS

- Liquidation
- Outside Buyer
- Supplier
- Key Employees
- Family Members
- Customer



VALUATION



- Financial Statement Adjustments
- Appraisal
- Fixed Price
- Fair Market Value
- Book Value
- Capitalization of Earnings
- Various Different Factors
- Future Earnings
- Discounts



TRANSACTION PREPAREDNESS



- Right of First Refusal



OPPORTUNITY TO PURCHASE



Dealer Principal acknowledges Supplier's desire to maintain the Dealer's installed base with Supplier's equipment and that the sale of that base to a competitive entity would not be in Supplier's best interest. Dealer Principal has no current interest in selling the business, but agrees that if he enters into good faith discussions for the sale of the business he will notify the President of Supplier within seventy-six (76) hours of the onset of the discussions that a sale is being considered. Dealer Principal will not enter into a binding sale of the business without first providing Supplier with an equal opportunity opportunity to negotiate for the purchase of the business. Failure of the Dealer Principal to so proceed will result in the payment of Fifty Thousand (\$50,000.00) Dollars, to Supplier as liquidated damages and not as a penalty.

TRANSACTION PREPAREDNESS



- Right of First Refusal
- Supplier Contracts
- Maintenance/Support Contracts
- Non-Compete Agreements
- Building Lease
- Vehicle Leases
- GAAP Accounting

SELLING END USERS



- “As A”
- “As Is”
- Response Time Four Hours—Respond Prior To Event
- Salesperson v. Trusted Advisor
- Branch Decline
- HP/Samsung
- Margin Pressure
- Qualified Personnel

EMPLOYMENT APPLICATION



- Application Availability
- Ban The Box []
- Genetic Information; Sexual Orientation
- Conditional Offers
- No Breach—Non-Compete, Non-Solicitation, Non-Disclosure
- Social Security Number
- Background Check-Separate
- Application Retention

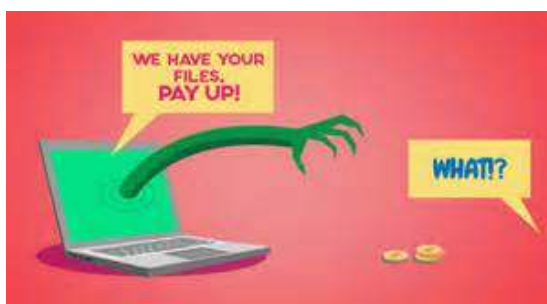
THANK YOU FOR THE RAISE



- 36-55 Years Old
- Male 79%
- Employed 4 Years
- Well Respected
- 42% > \$1 million
- Proper Controls
 - Separate Processes,
 - Set Example,
 - Background Checks
- Employee Dishonesty Ins.



RANSOMWARE



- "WANNACRY"
- Education, Security, Backup
- Phishing Education
- Malware Scanning
- License/Security Patch Updates
- Intrusion Protection
- Email Filtering
- Block Web Sites
- Back-Up: Server, Disk, Cloud
- Breach Notification Requirements
- Response Plan
- Cyber Insurance/Notification

LEASE ACCOUNTING STANDARDS



- Reporting Changes
- Tax Treatment Same
- Public Companies 12/15/18
- Recognition of Lease Assets and Liabilities/Balance Sheets
- Trusted Advisor
- Software Upgrades

EMPLOYEES



- Job Descriptions
- Employment Agreements
- Annual Reviews
- Professional Development
- References
- Company Vehicles/GPS/Phones



MANAGED SERVICES



- Recurring Revenue-Stability
- Build Menu
- Professional Sales
- Technical Certifications
- Choose Vendors Carefully
- Customer Acceptance
- Review Customers
- Migrate In Stages
- Communicate

HOT TOPICS



- Pre-Funding Maintenance
- Right To Repair Laws
- Public Accommodation-Websites
- Cloud Security
- Cost Per Seat
- HIPPA Business Associate
- Major Account Policies
- Pricing



QUESTIONS ????



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