

When is the last time you updated your buy-sell agreement? Buy-sell agreements are one of the most common and important tools in setting the parameters for an ownership transfer to your partners, heirs, or the next generation of leadership in your company, but often times they are filed away as soon as they are drafted.

Buy-sell agreements can be the cornerstone of solid estate planning, business continuity planning, or owner exit strategies, but they can also trigger disputes and litigation if the parties do not understand how their buy-sell agreements may affect them and their families when a triggering event occurs.

Successful execution of buy-sell agreement provisions can be the difference between business continuity and business failure. The business valuation professionals at Postlethwaite & Netterville can review your existing buy-sell agreement to make sure that it provides for an appropriate valuation and transfer price, appropriate funding mechanisms, and offer suggestions to ensure that when the time comes, your buy-sell agreement works for you, not against you.

If your buy-sell agreement is a little dusty, let the valuation professionals at Postlethwaite & Netterville help put you back on track.