ALLEN & COMPANY
EST. 1932

Sale or Transfer Timing

Timing	During Life of Owner			At Death of Owner		
Alternatives	Gift to Children/ Descendents	Sell to Employees of Company	Sell to Third Pa rty	Transfer to Children/ Descendents	Sell to Employees of Company	Sell to Third Party
Issues	Gift Tax Valuation of Business	Capital Gains Tax	Capital Gains Tax	Estate Tax	Pricing and Finds for Employees to Use for Purchase	Identifying 3rd Party Purchaser, Pricing and Funds for Third Party to Use for Purchase
Solutions	Family Limited Partnerships/ Grantor Retained Annuity Trust	Employee Stock Ownership Plan	Charitable Remainder Trust/ Tax Free Exchange/ Installment Sale	Bequest	Buy/Sell Agrement with Defined Price (formula) and Life Insurance Proceeds to Fund Purchase	Identify 3rd Party with Buy Sell Agreements with Definied Price (formula) Life Insurance Proceeds to Fund Purchase
Benefits	Discounts Value for Transfer Tax	Defers Capital Gains Tax	Either Eliminates or Defers Capital Gains Tax	Step-Up in Basis	Provide Liquidity for Take Out to Pay Estate Taxes - Maintain Lifetime Control	Pre-Identified for Quick Sale to Meet Estate Tax Liquidity Needs