# How Entrepreneurs Plan for Life After the Deal

PRE-LIQUIDITY PLANNING GUIDE

CONTENTS



CHAPTER 01

# The 90-Day Myth

There's a story entrepreneurs tell themselves: "Once I have a signed LOI, I'll get my financial house in order." It sounds reasonable. The deal feels abstract until it's real, and you likely have advisors who can handle it when the time comes.

After sitting in numerous conversations, the pattern is consistent. The entrepreneurs who walk away with the most clarity and most favorable tax outcomes often started planning 18 to 24 months before closing. The ones who waited until 90 days out got to the finish line, but they often left meaningful value on the table.

> *The 90-day myth is that the final stretch is enough time to plan. It isn't. Late planning quietly narrows your options.*

The window between "I might sell" and "I just sold" is where some of the most truly consequential decisions of your financial life get made. Not all of them are financial. Some are professional and some are personal: what you want your days to look like, what role you want work to play afterward, how you define "enough," and where you will find purpose and structure when your business no longer provides them. The entrepreneurs who set goals across all three dimensions, financial, professional, and personal, walk into the deal with a clearer sense of what they're optimizing for.

What follows covers how to walk away with the clarity, the tax efficiency, and the options that early planning makes possible.

CHAPTER 02

# The 2-Year Window: What's Possible at 24, 18, 12, and 6 Months

If there's one idea in this guide worth internalizing before any other, it's this: **pre-liquidity planning is sequential, not parallel.** Certain strategies require others to be in place first.

The timeline below organizes the two years into four windows. At each stage, certain decisions get made and others quietly close off. What's possible at 24 months looks very different from what's possible at 6.

| 24 | 18 | 12 | 6 |
|---|---|---|---|
| MONTHS OUT | MONTHS OUT | MONTHS OUT | MONTHS OUT |

## 24 Months Out: The Full Menu

At two years out, you have time to:

- **Assess your personal financial picture** independent of the business: cash flow needs, lifestyle costs, and post-sale income structure.
- **Consider what the deal means for your team, not just your family.** Personal considerations don't stop with you. If you have long-tenured employees or people holding equity, what you want for them post-deal, and what you put in place now to secure it, is far easier to address with lead time than at the negotiating table.
- **Review your entity structure** while there's still time to change it. How the business is structured directly affects the tax consequences of a sale, so evaluating it now is what makes it possible to maximize after-tax proceeds. Some moves (including QSBS-related conversions) need years to be useful at sale, so the question is which are still worth starting.
- **Establish or update trusts** and ensure they are fully funded and operational. Trust vehicles created and funded well before a transaction carry far more weight than those rushed in during the deal.

- **Begin gifting strategies** while valuations are still pre-deal. The earlier the gift, the easier it is to defend the valuation.
- **Engage a coordinated advisory team, and evaluate whether your current one is the right one.** The CPA and attorney who served you well running the business aren't automatically the right fit for a complex sale. This doesn't always mean replacing anyone, but sometimes it means bringing in additional expertise, and that's far easier to do now than mid-transaction. Starting early lets the plan be proactive instead of reactive.
- **Conduct a comprehensive insurance audit.** New policies (especially life insurance) can take six or more months to underwrite, and business-owned coverage will lapse or transfer at close. Identifying gaps now gives time to put personal replacements in place before the deal changes your risk profile.

At 24 months out, decisions can be made deliberately, not under pressure.

This is also the time to get honest about what you want the transaction to accomplish beyond the purchase price.

- Are you optimizing for total after-tax proceeds?
- For speed to close?
- For ongoing involvement through a consulting agreement?

Each of these priorities pulls the planning in a different direction. Pick the one that matters most, and the others can be accommodated around it.

## 18 Months Out: Designing the Tax Architecture

The foundation is in place. The work now shifts from setup to design: how proceeds will flow, when they'll be recognized, and where they'll land.

- **Installment sale structures can be designed and modeled.** Spreading proceeds across multiple tax years can keep you out of the top bracket in any single year and give you flexibility on when income hits.

- **Charitable structures** (donor-advised funds, charitable remainder trusts) are most tax-efficient when funded with appreciated business interests well before a sale is in motion. If a gift happens too close to a signed deal, you may be required to recognize the capital gain yourself, which removes the main reason for giving the asset rather than cash.
- **Investment policy work can begin in this window.** The output is a written framework that will guide allocation decisions once proceeds arrive.

## 12 Months Out: Windows Narrowing

At twelve months, planning enters a new phase, whether or not a buyer is yet at the table.

- If trust transfers using valuation discounts are part of your plan, **this is the window to execute them.** Once a sale is in motion or a price is discussed, the same discounts face more IRS scrutiny.
- If a deal is in motion, expect due diligence to start shaping your calendar. **Document requests, working capital negotiations, and reps and warranties consume attention** you'd otherwise spend on planning. If a deal is not yet in motion, this is the window to start the conversations that lead to one.
- **Investment policy work intensifies.** By twelve months, the framework should be drafted, and the deployment strategy refined as the deal nears closing.

## 6 Months Out: Execution Mode

At six months, new structural tax strategies are no longer practical to set up. The work now is executing within the architecture you've already built.

- **Deal-specific tax elections** (installment sale terms, allocation of purchase price) become the focus.
- **Cash flow modeling** needs to be finalized. You'll need to know exactly what post-tax proceeds look like and how they map to your spending, giving, and investing plans.
- **Estate documents** should be reviewed and updated (not started).
- **Your personal financial plan** should be pressure-tested against multiple scenarios: what if the deal closes at the expected valuation? What if it comes in 20% lower? What if the earnout doesn't materialize?

Six months out is also when the emotional weight of the transaction starts to land. The deal feels real. The decisions are no longer reversible. Having a plan already in place means you're executing, not scrambling.

> *At 24 months, you're choosing from a full menu. At 6 months, you're ordering off the specials.*

CHAPTER 03

# What Changes After a Liquidity Event

You've managed risk every day for years. The risk profile after a sale is fundamentally different.

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*i*

### A New Tax Picture

Your tax strategy used to revolve around the business: pass-through income, depreciation, deductions tied to operations. After the sale, you're facing a large capital gains event, possibly new state tax exposure depending on deal structure, and a new income picture for your CPA.

The year of the sale is often the most complex tax year of your life. Capital gains, ordinary income from earnouts or consulting agreements, and varying state tax treatments all intersect in ways that demand careful coordination. Without alignment across your advisors, opportunities can get missed and value can be left on the table. This is the year a coordinated team proves its worth: not just keeping every detail on track, but giving you and your family clarity and confidence about what comes next.

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*ii*

### Income Stops, Capital Starts

Your business generated income on a predictable schedule. After the close, that income stops. The capital from the sale has to take its place: producing cash flow, keeping pace with inflation, and funding the decades ahead. Beyond the mechanics, this is a mindset shift. For years, your lifestyle was funded by your effort and your salary. Going forward, it’s funded by your assets. Getting comfortable with that change, trusting the structure rather than reaching for the next earned dollar, is part of the work, separate from any portfolio decision.

## *iii* A New Kind of Concentration Risk

While you owned the business, your wealth was concentrated in a single asset, but it was an asset you understood and controlled. After the sale, concentration persists in new forms: a large cash position, an earnout tied to the buyer's future performance, or restricted equity in the acquiring company.

Each carries risks you likely didn't have to think about before. Cash loses ground to inflation. Earnouts depend on decisions you no longer get to make. Restricted equity ties your outcome to a company you don't run, often under lockup and registration terms.

The shift from operator to investor calls for a written investment policy, not a series of ad hoc decisions under the pressure of "I should do something with this money."

## *iv* Shifts Beyond You

The transition extends beyond you. A spouse who worked in the business faces their own version of it. For founders with long-tenured employees or employees with equity agreements, what happens to their team is part of the weight they're carrying into the deal. These are people who built the business alongside you, and decisions about deal structure, timing, and how the change is communicated tend to feel different when their futures are part of the conversation.

None of this is unmanageable. It's a reminder that having a plan means having answers ready when the questions start.

CHAPTER 04

# Building the Right Room: Your Advisory Team Before the Deal

You likely have a CPA who's handled your business taxes for years, an attorney who handled your business formation and ongoing legal matters, and a financial advisor who manages your retirement accounts.

*Have they ever been in the same room, working from the same facts toward the same goals?*

The answer is almost always no. That gap is where value can quietly fall through the cracks.

At a moment this consequential, the right lead advisor is the one who closes that gap: coordinating the team, making sure the right questions get asked, and seeing that well-structured strategies are actually built and put in place before the deal moves. That coordination is what produces a clean outcome, and, just as valuable, peace of mind in the middle of a demanding process.

## What True Coordination Looks Like

Coordination isn't measured by how often advisors meet. It's reflected in how effectively every moving part comes together around you. You'll see it in:

- **A shared understanding of your goals.** Not just the transaction, but what success looks like beyond it, personally and financially. What matters most about how the next five years unfold?
- **Fully aligned strategy across disciplines.** Your attorney structures the deal. Your CPA models the tax implications. Your wealth advisor translates the after-tax proceeds into a long-term plan. These are not separate workstreams; they must come together into a cohesive strategy.
- **Clear ownership and accountability so key decisions don't drift.** Responsibilities are defined and executed, whether it's evaluating installment sale strategies, modeling charitable giving, or updating estate plans to reflect your post-sale reality.

## MG Financial's Role

This is where MG Financial plays a central role. As your wealth advisor, we don't just manage your portfolio: we act as your quarterback, bringing together your legal, tax, and advisory teams so that every decision is aligned, every strategy is intentional, and every detail is implemented correctly. We help connect the dots across disciplines, proactively identifying gaps and opportunities so nothing is missed.

Just as importantly, we keep the process moving forward with clarity and purpose, so you're not managing advisors, you're benefiting from a coordinated team focused entirely on your outcome.

## Questions to Ask Your Current Team

Before the deal is in motion, have a direct conversation with each of your advisors:

- **"Have you worked on a transaction of this size before?"** This isn't a trick question. Advisors who have seen deals at this scale catch problems before they show up in yours.
- **"What's your process for coordinating with my other advisors?"** If the answer is "we'll figure it out," that's a sign there's no process.
- **"What would you do differently if we started planning 18 months out versus 6 months out?"** This reveals whether they think in terms of timelines and decision windows, or react to what's in front of them.
- **"What's the single most expensive mistake you've seen in a deal like mine?"** Listen carefully. The best advisors should have specific, concrete stories.

## If Your Current Team Isn't the Right Team

The advisors who served you well while you were running the business may not be the right advisors for a complex liquidity event. A CPA who's spent years optimizing your operating expenses may not necessarily be equipped to manage what comes next.

This does not necessarily dictate a complete overhaul. However, it might require augmentation during the process of the deal and/or beyond.

CHAPTER 05

# Tax Moves With Deadlines

Tax planning for a liquidity event requires understanding **which conversations to have first, because some strategies expire with the calendar,** and others remain available after closing.

This is organized by decision window, not by strategy type.

## Available at 18+ Months or Earlier: The Structural Moves

The following require months of structural and legal work, at times including entity-level changes. Starting early is the only way to access them.

- **Qualified Small Business Stock (QSBS) Planning**
  Section 1202 may allow significant capital gains exclusion on the sale of stock in qualifying C-Corporations. The 2025 One Big Beautiful Bill (OBBBA) changes raised the per-issuer exclusion cap to $15 million (for stock issued after July 4, 2025) and introduced a tiered holding period structure of three, four, or five years for partial or full exclusion. Stock issued before July 5, 2025, remains subject to the prior $10 million cap and five-year holding requirement.

  The eligibility tests (active business, gross assets, original issuance) are specific. At 18 months out, you still have time to evaluate whether you qualify. At 12 months, restructuring to qualify is no longer practical. Even the shortest holding period under the new rules, three years for a 50% exclusion, exceeds your remaining runway

- **Installment Sale Structuring**
  Receiving proceeds over time rather than in a lump sum can spread the capital gains recognition across multiple tax years, potentially keeping you in lower brackets. The terms have to be part of the deal negotiation itself. This requires coordination between your attorney (deal terms), CPA (tax modeling), and wealth advisor (cash flow planning).

- **Philanthropy and Charitable Entities**
  Charitable structures (Private Foundations, donor-advised funds (DAFs), charitable remainder trusts (CRTs) ,etc.) are most tax-efficient when funded with appreciated business interests well before a sale is in motion. DAFs are typically simpler to set up than Private Foundations, but the timing principle applies to both. If a gift happens too close to a signed deal, you may be required to recognize the capital gain yourself, which removes the main reason for giving the asset rather than cash. However, unlike gifts for family, the idea here is to ensure the highest possible value for the gift, not the greatest discount so timing is critical.

- **Gifting at Pre-Sale Valuations**
  If transferring some wealth is part of your plan, doing so before the deal reprices your interests means lower gift tax impact and more efficient use of your lifetime exemption. Valuation discounts on minority interests remain available but continue to face IRS scrutiny.

## Still Possible at 12 Months: Refinements

- **Opportunity Zone Investments.**
  Post-sale, you have 180 days to invest capital gains into a Qualified Opportunity Fund for tax deferral and, if held at least ten years, exclusion of new appreciation. The 2025 OBBBA made the program permanent and revised the deferral mechanics for investments made after 2026, so the specific benefits depend on when your sale closes. This is a post-close strategy, but it requires pre-close research: identifying funds, conducting due diligence, and understanding the liquidity tradeoffs.

- **State Tax Planning**
  Depending on your state and the deal structure, there may be planning opportunities around residency, entity-level elections, or apportionment. These require analysis specific to your facts and timely implementation.

## Off the Table at 6 Months

- QSBS holding periods cannot be accelerated
- Entity conversions are no longer practical
- Trust structures that require seasoning won't have time
- Gifting at pre-announcement valuations is no longer defensible

## What Remains Available Post-Close

Several tools remain on the table after close: capital loss harvesting, charitable giving from cash and/or equity proceeds, Opportunity Zone investments, and retirement account contributions. A handful of others (Section 1045 rollovers, state residency planning, Roth conversions) may apply depending on your situation. The Opportunity Zone window requires pre-close research on funds worth considering in order to ensure timely execution.

## A Note on Tax Law and Timing

The strategies described above reflect the current tax landscape, which has shifted meaningfully in the past year. The OBBBA made the elevated estate and gift tax exemption permanent at $15 million per individual, expanded the QSBS exclusion, and made the Opportunity Zone program permanent. The practical impact of these changes depends on your specific circumstances, including state of residence, income level, the type and timing of stock you hold, and the structure of your eventual deal. Future legislation can and likely will revisit each of these provisions over time.

These potential changes provide reason to plan with specificity and to build flexibility into your structure. The entrepreneurs who do well through tax law changes are the ones whose plans were designed to adapt.

CHAPTER 06

# Protecting What You've Built: Estate Planning and Asset Protection

If your will and trust were drafted when the business was your primary asset, they're almost certainly built for the wrong version of your financial life.

## Before the Sale

*i* **Review beneficiary designations on every account.** Life insurance policies, retirement accounts, and transfer-on-death registrations bypass your will entirely. If these are outdated (naming an ex-spouse, a deceased parent, or a business entity that will cease to exist), the proceeds go to the listed beneficiary, even if your will says otherwise.

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*ii* **Assess your trust structure.** A revocable living trust is useful for probate avoidance, but it offers no asset protection and no tax planning benefit on its own. If your net worth is crossing into estate tax territory (the federal exemption is $15 million per individual in 2026 and increases with inflation), we think trust structures should be evaluated before and after the sale for effective, tax-efficient management of family assets. "The tax tail should never wag the dog", meaning that any structure, especially an irrevocable trust should first meet your objectives and then be structured for tax efficiency.

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*iii* **Evaluate asset protection structures.** Depending on your state, tools like domestic asset protection trusts, family limited partnerships, or LLCs holding investment assets can add meaningful protection around long-term holdings.

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*iv* **Update your financial power of attorney.** The person(s) you name should understand your post-sale financial picture, not just be someone you trust. If a family member or friend, they need not be financially sophisticated, but they do need to know your team of advisors and be able to work closely with them should the Power of Attorney be active.

**One post-close item worth flagging:** business-owned policies (umbrella liability, key-person, certain property coverage) typically lapse or transfer with the entity. A personal insurance audit within sixty days of closing surfaces the gaps before they become problems.

These reviews may bring into play parts of the negotiated deal, as well as ensuring that post-close you have in place the proper protections that are necessary for your post-close financial condition.

CHAPTER 07

# Investing After the Exit: From Concentration to Allocation

## Where Your Wealth Sits Now

If your sale includes earnout payments, seller financing, or equity in the acquiring company, a significant portion of your wealth may still be tied to a single entity's performance. Only now, you don't control that entity.

For many, step one is mapping exactly where your post-sale wealth sits. Cash proceeds, deferred payments, retained equity, real estate, retirement accounts. Until you see the full picture in one place, you can't make informed allocation decisions.

## Building an Investment Policy That Fits Your Life

A portfolio built around generic assumptions about growth and risk won't account for your specific situation: funding a new venture in a few years, replacing the cash flow your business used to provide, or the realities of your tax picture.

Start by answering:

- **What are your annual spending needs?** Be specific. Not "comfortable lifestyle," but the actual number, including taxes, insurance, travel, tuitions, child costs, funds to support parents, and any commitments that survive the sale.  To existing expenses consider adding what will be incremental, such as health insurance premiums that were previously covered under a company plan.
- **What are your liquidity needs in year one versus year ten?** The first 18 months after a sale often involve larger outlays (new home, relocation, deferred purchases, tax payments). Your portfolio needs to accommodate that without forcing sales at the wrong time.
- **What's your actual risk tolerance now?** It may be very different from what it was when the business was generating cash. Losing 20% of a diversified portfolio feels different when there's no business income to replenish it.

- **Do you want exposure to private markets, real estate, or alternative investments?** These can play a meaningful role, but they carry liquidity constraints that need to align with your cash flow timeline.
- **What are your long-term objectives?** There is no one answer to this and you may change your outlook over time, however you should consider if you want to grow your assets over time, maintain your purchasing power vs. inflation or are you comfortable in spending capital? Each approach will carry with it a different implementation and risk profile.

## The Emotional Side of Deployment

Deploying a large sum of capital puts significant pressure on first-time investors. The fear of investing at the "wrong time" leads many entrepreneurs to sit in cash for months or years, losing purchasing power to inflation while waiting for a conviction that never fully arrives.

A disciplined deployment strategy will provide a framework and take emotion out of the process. A well designed plan will allow you to take advantage of opportunities, should they present themselves and will keep you focused on meeting both your short- and long-term needs and objectives.

## Private Markets, Real Estate, and Alternatives

Private investments can be attractive, but their liquidity constraints deserve honest assessment. Your cash needs, size of portfolio, return requirement as well as your risk tolerance will all impact both whether you should invest in this category as well as at what percentage of your portfolio.

Investments in Private Markets, Real Estate and Alternatives should serve a purpose in your portfolio and not be included because everyone is doing it or it seems sexy. Some of these opportunities might enhance your after-tax income while others are structured for attractive long term returns that are not generally attainable via the public equity markets.

> *Liquidity considerations should always be evaluated on an ongoing basis and are part of the allocation to any illiquid opportunity.*

Understanding the balance across all asset sectors as well as the specific tradeoffs, such as liquidity, return and timing,  is where a coordinated wealth advisor earns their keep, particularly one experienced with post-liquidity allocation decisions and deep knowledge of private investment vehicles.

## Defining 'Enough'

Before any investment decision, model what your capital needs to do.

> *If $2.5 million in after-tax proceeds needs to support $150,000 in annual spending for 35 years, you have a specific engineering problem to solve. It has a solution.*

Arriving at the $150,000 is the real work. Your current spending is the place to start, but it's only a starting point: expenses shift after a sale, sometimes through lifestyle changes, sometimes through new goals, sometimes simply through the flexibility the proceeds create. The number you're solving for is what you and your spouse have explicitly decided to spend post-sale, not what you happen to spend today or what a template assumes. A later chapter walks through that conversation. The modeling is only useful once the number is set.

Once it is, there's rarely a single right answer. There's a range of viable strategies, each balancing near-term liquidity, long-term growth, and risk in a different way. The work is understanding those tradeoffs clearly: how each approach holds up in average markets, in poor markets, and against the unexpected expense that arrives in year three. The goal isn't only to land on a solution, but to know how it behaves under varying conditions and to feel confident in the path you choose.

CHAPTER 08

# The Wealth Conversation: Your Most Important Meeting Isn't With Your Banker

Before deal structure, tax projections, or investment allocation, you and your spouse should align on what you want on the other side of the deal.

*What do we want on the other side of this?*

One spouse may picture scaling back, traveling, and enjoying flexibility. The other may picture a new venture within six months. Without an explicit conversation, the post-sale planning pulls in two directions.

## A Framework for the Conversation

Set aside a few hours, away from the house and away from the deal. This is a conversation about your life, not about the business sale.

**Start with values, not numbers.**

- What does financial security mean to each of you?
- What would you regret not doing in the next five years?
- What role does work play in your identity, and how does that change if the business is gone?
- What does "enough" mean? When does more money stop changing how you live?

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**Move to practical priorities.**

- How much annual income do you need to feel comfortable?
- Are there commitments you both agree on (a home, education funding, charitable giving) versus areas where you differ?
- What's the timeline for major decisions? Will you "pause and think" after the sale, or "move quickly into the next thing"?

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**End with roles and accountability.**

- Who is the primary point of contact for the advisory team? Does the other spouse have a direct line to the wealth advisor as well?
- How do you want to make financial decisions going forward? Jointly on everything, or with agreed-upon autonomy within defined boundaries?

For most, this process will continue to evolve as you get closer to deal terms and life after the deal starts to feel real. Taking notes along the way will help you ensure you're asking all the right questions, and the list of what-ifs will naturally grow. Generally, there are the needs: what is the minimum that the deal must provide, such as ensuring living expenses are met? Then there is the wish list: what would you most like to accomplish, something you can prioritize? The outcomes from this process are what will drive most of your decisions — financial and personal.

**Write it down.** Not as a formal document, but as a shared reference. When a decision comes up in month six or month 18 that wasn't anticipated, you'll both have something to point back to.

CHAPTER 09

# Life After the Deal: Designing What Comes Next

The thing that organized your days, gave shape to your weeks, and provided a clear professional identity is no longer present. Your days are yours to define in the way that will be most rewarding for you. Think about your passions, what will you take on that energizes and fulfills you.  Alongside passion identify purpose, which is defined as what you do for others.  Once you have an idea of what you want to pursue and why you can start to plan.  The entrepreneurs who plan for this stage deliberately tend to experience the transition very differently from the ones who don’t.

## What Comes Next

As you define both passion and purpose it will lead to the specifics and this can look drastically different from person to person.  The possible paths are endless, from learning a new skill (carpentry, becoming a master chef, photography), to launching a new company or starting the career you always dreamed of (interior design, consulting).  Or you might want to travel, tutor, focus on philanthropy, or just spend as much time with children and grandchildren as possible.

There is no single right answer.

## Practical Steps Before the Close

- **Block your first 90 days post-sale.** Resist the pressure (internal and external) to immediately jump into the next project. Give yourself time to decompress from the sale process.
- **Identify two or three areas of genuine interest** outside the business. Not obligations, but interests. Things you'd like to pursue regardless.
- **Talk to entrepreneurs two to five years past their own exits,** and ask what they wish they had done differently in the first year. People several years out have clearer hindsight.

Wealth doesn't fill a calendar. Purpose does. The entrepreneurs who plan for both walk away from the deal with momentum.

### The First Year Framework

A pattern many entrepreneurs follow:

MONTHS 1-3

#### Decompression

Take time off. The deal process was demanding, and recovery is part of the work.

MONTHS 4-6

#### Exploration

Accept the meetings. Sit in on a board. Attend the conference that always conflicted with your schedule. Say yes broadly. The goal is gathering information, not making commitments.

MONTHS 7-12

#### Selective Commitment

By this point, what holds your attention tends to be clearer. Many find one or two engagements worth their time and let the rest go.

Your post-sale life is yours to define.

CHAPTER 10

# Your Blueprint Checklist: By Timeline and By Role

This checklist is designed to be practical. Print it. Hand it to your advisory team. Use it as the agenda for your coordination meetings.

It's organized along two axes: **when** the action should happen, and **who** owns it.

## 24 Months Before Close

| Action | You | Attorney | CPA | Wealth Advisor |
|---|---|---|---|---|
| Define personal and financial goals for the transition | • | | | • |
| Evaluate and assemble coordinated advisory team | • | | | • |
| Review entity structure for tax efficiency | | • | • | • |
| Assess QSBS eligibility and holding period | | • | • | |
| Begin estate plan review and trust evaluation | | • | | • |
| Model pre-sale gifting strategies at current valuation | | • | • | • |
| Conduct comprehensive insurance audit | | | | • |
| Have the spouse alignment conversation | • | | | |

## 18 Months Before Close

| Action | You | Attorney | CPA | Wealth Advisor |
|---|---|---|---|---|
| Finalize entity restructuring if needed | | • | • | • |
| Design charitable giving strategy (CRT, DAF) | | • | • | • |
| Model installment sale scenarios | | • | • | • |
| Fund irrevocable trusts if applicable | | • | | • |
| Begin investment policy development | | | | • |
| Review state tax planning opportunities | | | • | • |

## 12 Months Before Close

| Action | You | Attorney | CPA | Wealth Advisor |
|---|---|---|---|---|
| Confirm all structural strategies are in place | | • | • | • |
| Finalize estate documents and beneficiary designations | | • | | • |
| Model post-sale cash flow and spending plan | | | | • |
| Research opportunity zone investments (if applicable) | | | | • |
| Develop capital deployment strategy | | | | • |
| First coordinated team meeting (all advisors) | • | • | • | • |

## 6 Months Before Close

| Action | You | Attorney | CPA | Wealth Advisor |
|---|---|---|---|---|
| Review deal structure for tax implications | | • | • | • |
| Finalize purchase price allocation strategy | | • | • | • |
| Confirm post-sale income replacement plan | | | | • |
| Update power of attorney | | • | | |
| Prepare for estimated tax payments on sale proceeds | | | • | |
| Second coordinated team meeting | • | • | • | • |

## At Close

| Action | You | Attorney | CPA | Wealth Advisor |
|---|---|---|---|---|
| Execute deal-specific tax elections | | • | • | |
| Initiate capital deployment per investment policy | | | | • |
| Confirm all insurance policies are updated/replaced | | | | • |
| Verify account titling on all new positions | | • | | • |

## 90 Days Post-Close

| Action | You | Attorney | CPA | Wealth Advisor |
|---|---|---|---|---|
| Complete post-sale insurance audit | | | | • |
| Review and adjust spending against actual cash flow | • | | | • |
| Execute any remaining charitable giving strategy | | | • | • |
| File or prepare for sale-year tax return (extension if needed) | | | • | |
| Schedule quarterly advisory check-ins for year one | • | | | • |
| Celebrate. You earned it. | • | | | |

CHAPTER 11

# What You Walk Away With

Entrepreneurs who plan well walk away from the deal with clarity. They know what their post-tax proceeds look like and how those proceeds map to their spending, their giving, and their long-term goals. They know what they want the next three years to look like, not just financially, but personally.

A durable plan does more than protect what you've built. It gives you the freedom to focus on what's next: a new venture, a different pace, the chance to direct your energy toward what matters most, with the financial structure to support it for decades

**If you're approaching a transition and want to think through what your plan should look like, we're happy to have that conversation.**

MG Financial works with business owners in the pre-liquidity and post liquidity stages to coordinate tax strategy, estate planning, investment policy, and the personal decisions that tie them all together. No pitch. No pressure. Just a direct conversation about where you are and what's possible.

START THE CONVERSATION →

IMPORTANT DISCLOSURES

**Investment Risk Disclosure**
Investing involves the risk of loss, including the risk of loss of the entire investment. Past performance is not indicative of future results. Diversification does not ensure a profit or protect against a loss.

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