



**STRATEGIES FOR BUSINESS TRANSITION**  
 Creating a blueprint for the future of your family business

**IT'S A FACT** – successful family business transfer doesn't just happen. It takes careful planning and teamwork to develop a transition strategy for the business you've worked decades to build.



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If you're like most of us, you want to be the one making the key decisions when it's time to transfer your farm or other business operation. That's why it's wise to be prepared – with a plan in place – when the time is right.

## YOU'RE IN THE DRIVER'S SEAT

By starting early, you can be sure you're the one at the wheel, building and managing your transition plan with your own team of advisers. You'll have the confidence and peace of mind that comes from working with people you know and trust – your accountant, financial adviser, estate-planning attorney, banker and your Farm Bureau representative – to build a plan that uniquely fits your situation. Your goals and desires guide your team.

Working together, your team can help you sort out the complexities of tax and estate-planning laws. They can guide you through the choices that lead to a successful plan. Whether you choose a buy-sell agreement, a charitable remainder trust or one of several other options, developing a formal plan helps ensure your transition goes smoothly with the results you intend.

## PERSONALIZED STRATEGIES THAT FIT YOU AND YOUR BUSINESS

There's no reason to settle for a solution that doesn't work best for you. The simple steps outlined in the following checklist can help you:

- Set your goals and expectations – both short-term and long-term
- Share the benefits of your business success with your spouse, family, business partners and/or your favorite charity
- Reduce your estate taxes and other expenses
- Prevent the forced sale of valuable and treasured family assets

- Distribute business assets to your children who are active in your operation, while maintaining fairness to your other children

Plus, a specialized computer-assisted program can help you identify your liquidity needs and create a distribution blueprint for your business and its assets.

## CHECKLIST FOR SUCCESSFUL BUSINESS TRANSITION

By following this checklist, you'll be taking the basic steps toward building and managing a business transition plan that matches your view of the future.

- Assemble your transition team.** You may wish to include a trusted financial adviser; an attorney well-versed in estate-planning laws; an accountant aware of the tax implications of estate planning and business transition; your Farm Bureau representative, who can provide specialized resources and services; and a banker who knows the financial condition of your business.
- Set goals and objectives for the transition of your farm or business.** Work with your team to determine how you'd like to proceed based on your objectives for the future. Ask questions, such as "What are my retirement goals?" "What is the timeframe for the transition of the business?" "How much money will I need to have to leave the business?"

- Evaluate your current business situation and assets, and prepare the business for transition.** Determine the worth of your farm or business, and perhaps conduct a SWOT analysis, examining its Strengths, Weaknesses, Opportunities and Threats. Make sure your business is in good condition for transition. Consider paying down as much debt as possible and make sure you have adequate business insurance.
- Determine who will control your business in the future.** Will your farm or business stay in the family or with someone you consider an "insider"? Or will it pass to someone outside the current circle of family or employees?
- Implement or update important documents.** Review your will, trust, power of attorney and other estate preservation documents. Consider your beneficiary designations and titles and make sure they are up-to-date.
- Stay on top of the plan.** Keep in touch with your advisory team and make sure the plan you've developed stays in line with your wishes. Continuously review the plan to ensure that it is meeting your goals and objectives.

Successful family business transition requires careful planning and teamwork. We can help you develop an effective program tailored to fit your personal objectives, and we can assist you and your other advisers with your plan's execution.