**Suggested Client Email – Tax Efficient Strategies for Business Owners**

**Subject:**

1. Tax and wealth strategies to help streamline your business transition & protect your financial legacy
2. Streamline your business transition & protect your financial legacy
3. Tax and financial strategies to help streamline your business transition

**Header:**

**76% of business owners plan to transition of the next 10 years** (representing **4.5 million businesses** & **over $10 trillion in wealth**)

**Body:**

As your CPA, I’ve had the honor of watching your business grow. And after years of success, you’re probably now thinking about your next steps. Will you sell your business? Transition it to the next generation of your family? Or maybe you want to offer your employees an opportunity to become the new owners instead. Whatever your preference, tax-efficient planning is especially critical as you prepare for the eventual windfall created by your business sale. Below, we’ve listed a sampling of some key tax and estate planning strategies to help streamline your business transition and protect your financial legacy. This email contains just a few of these ideas, but you can download the full overview on business transition considerations from the link below.

1. **Deferred compensation structures** can stretch out the tax impact of a business sale over several years, potentially reducing overall tax liability.
2. **Family business transition vehicles,** like Family Limited partnerships (FLPs), Limited Liability Companies (LLCs), grantor retained annuity trusts (GRATs) and intentionally defective grantor trusts (IDGTs), can facilitate the gradual transfer of business ownership to family members while providing estate and gift tax benefits.
3. **Employee Stock Ownership Plans (ESOPs)** can defer capital gains taxes on sale proceeds (if certain conditions are met) and offer employee loans with tax-deductible repayments which help justify business value.
4. **Estate Plan Gifting Strategies** (charitable remainder trusts, donor-advised funds and private foundations) can be implemented to preserve ongoing income for a business owner post-sale, offset the taxable impact of a business sale, and establish a philanthropic legacy.

**Learn More**

**Link:**  
https://choreoadvisors.com/media/lqmdtp0m/business-owner-handout\_client\_facing\_oct2024.pdf

Transitioning your business is a complex process with significant tax implications. Working with a team of experienced advisors, including your CPA, estate planning attorney and financial advisor can make all the difference in optimizing your approach to a business exit. If you’d like more information about how we can help maximize your business sale opportunity in collaboration with our wealth management partners, don’t hesitate to reach out.