

CLA Wealth Advisory Connection — Liquidity for Business Owners

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WEALTH ADVISORY | OUTSOURCING | AUDIT, TAX, AND CONSULTING

Investment advisory services are offered through CliftonLarsonAllen Wealth Advisors, LLC,
an SEC-registered investment advisor



Create Opportunities

Disclosures

CliftonLarsonAllen Wealth Advisors, LLC (“CLA Wealth Advisors”)

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Liquidity for Business Owners



Liquidity: Balance Business and Personal

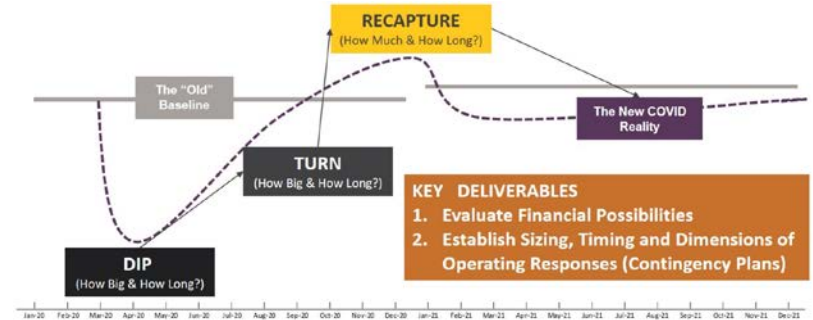
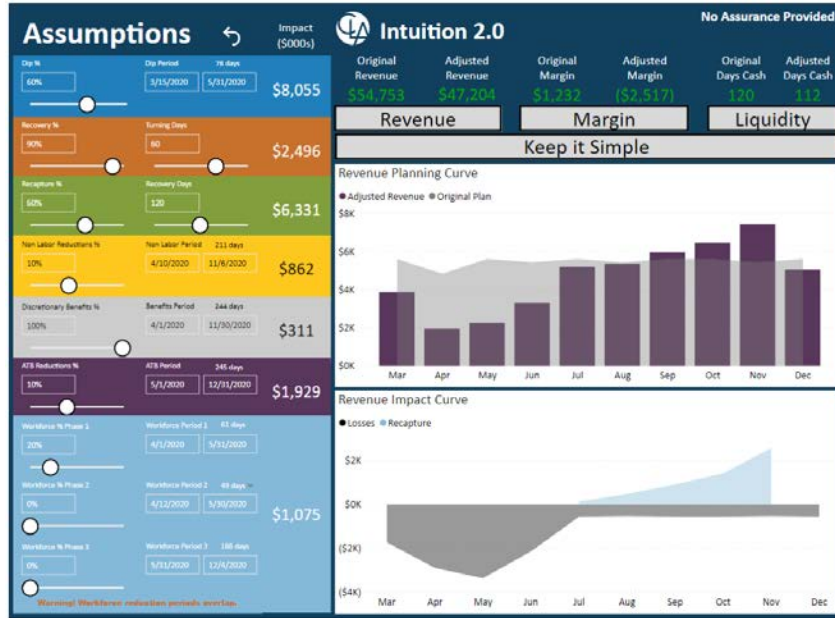
Business Liquidity

- Budgeting
- Tax Planning
- Growth & marketing
- Cash Flow-Working Capital
 - A/R & A/P
 - Inventory management
 - Debt restructuring
 - Operational Efficiency

Personal Liquidity

- Budgeting
- Tax Planning
- Growth & diversification
- Cash Flow-Retirement Planning
 - Pre-tax savings
 - Post-tax savings
 - Debt restructuring
 - Other investments

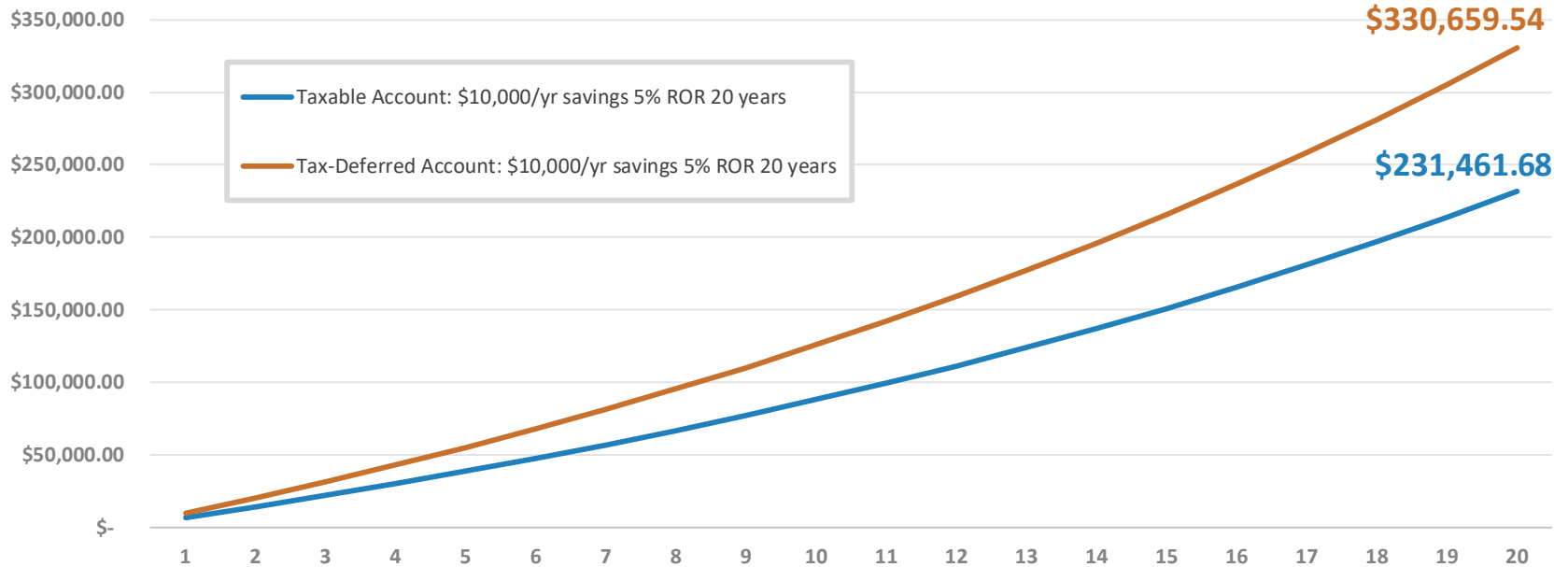
Liquidity Funding: Let CLA Intuition 2.0 help!



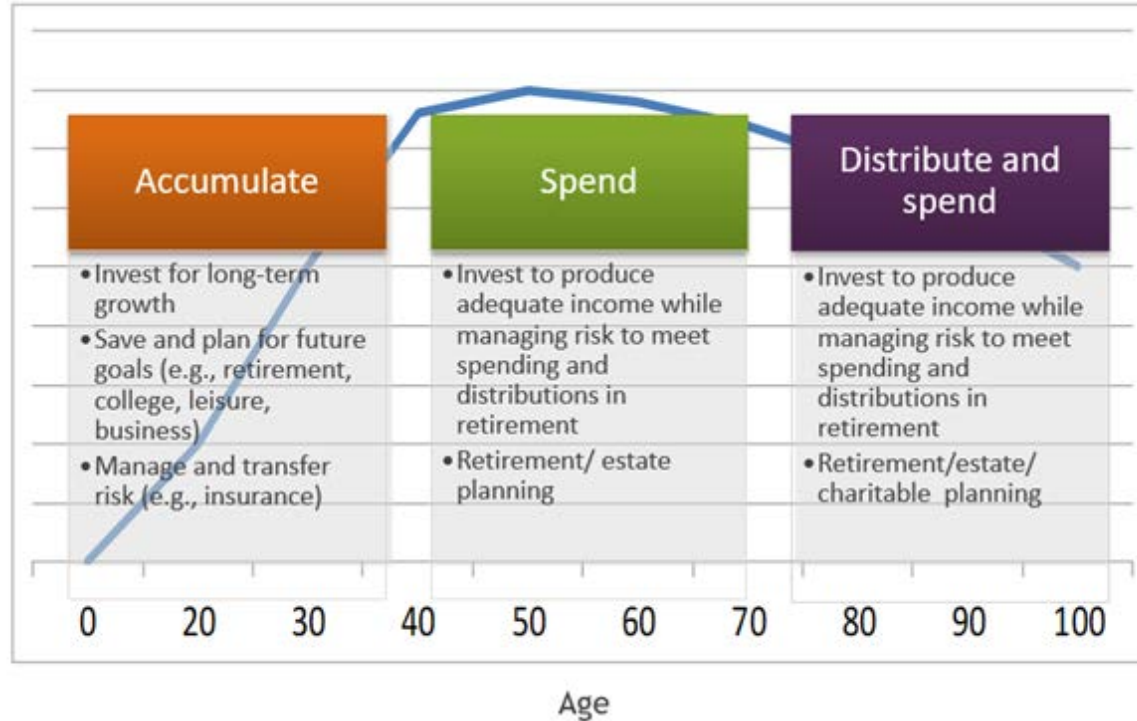
Funding for retirement has been accounted for – to make it happen. What is the opportunity cost of that business decision?



Savings: The Power of Compounding



Planning: Age and Stage of Life



Planning: Retirement Considerations

Consider a mixture of Pre-tax and Roth dollars

Protect your retirement assets from potential liability

Patterson v Shumate, 504 U.S. 753 (1992)

Understand and control your spending

Annual tax planning with your service team

Re-visit your estate plan every few years

Business Succession: Liquidating Event

Tax Considerations

- Going to market
- Negotiations points
- Review the contract
- Stock v. asset sales
- Installment sales
- Tax planning or projections

Financial Considerations

- Lump sum affords investment flexibility
- Installment sales lock in a rate of return and include an extra layer of solvency risk

Business Succession: Cash Flow and Legacy

Know your goals – make an actionable, detailed list

Consider account titling and registration

Have a *holistic* estate plan in place

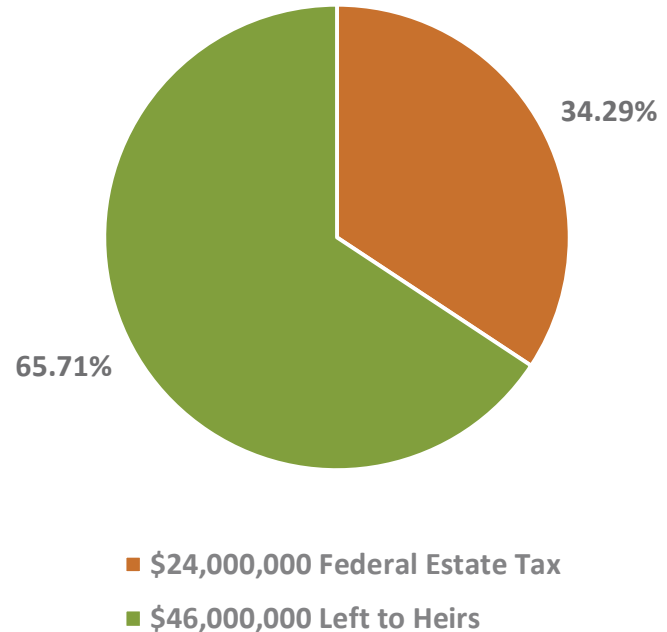
Business Succession: Estate Tax Planning

Simplified Example:

Total Estate Value	\$70,000,000
Remaining Exemption	(\$10,000,000)
Taxable Estate	\$60,000,000

No planning = \$46M to heirs

Goal: Reduce the orange – the amount of your estate going to pay taxes





Thank you!

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