

Media Relations

Transferring Ownership Via Installment Sales Is Focus Of UNH Center For Family Business Event Nov. 10

October 18, 2010

DURHAM, N.H. – The use of installment sales to transfer ownership of a family business is the topic of the next meeting of the University of New Hampshire Center for Family Business.

“Financing the Transition of the Family Business Through the Installment Sale” will be held Wednesday, Nov. 10, 2010, at New Hampshire Distributors, 65 Regional Way, Concord. The event begins at 8 a.m. with a continental breakfast, with the program following at 8:30 a.m. The program ends at noon, followed by lunch.

A panel of experts will discuss the best way to finance the ownership transition and how to determine if the installment sale is the right approach. Several family business owners will share their ownership transfer experience.

The installment sale method is one of the most frequently used methods to sell the business to the next generation and still provide financial security to both the senior and younger generation. The panel and family business owners will share the risks and rewards of using the installment sale.

The discussion will include the financial, legal and estate planning issues to be aware of when using the installment sale approach. The panel also will discuss the current income and estate tax issues before Congress and how to plan with the uncertainty in this environment for one’s own estate.

Please register by Monday, Nov. 2, 2010. To register or become a member of the Center for Family Business, call Barbara Draper at 603-862-1107, or barbara.draper@unh.edu. For first-time attendees, the cost is \$99 per person and \$250 per company for nonmembers.

The Center for Family Business, under the UNH Whittemore School of Business and Economics and the UNH Graduate School, is sponsored by Mass Mutual Financial Group, Moitoza Consulting, Baker Newman & Noyes, Pierce Atwood, Management Planning, Inc., and Optima Bank and Trust. It is a membership program to provide owners and managers of entrepreneurial businesses with an opportunity to exchange ideas and information and to discuss business challenges, concerns, and solutions. For more information, visit <http://www.familybusiness.unh.edu/>.

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