1. **PLAN FOR YOUR SUCCESSION AND SELL YOUR REP BUSINESS**

When manufacturers' agents retire, they sell their businesses. They line up a potential buyer, perhaps an employee with entrepreneurial interests or perhaps a daughter or son. The know how to value the business and know where to go to create the buy/sell agreement.

Professional manufacturers’ agents solicit input from their “Partner in Profits” principals when they set up their succession plans.

Professional manufacturers’ agents sell their businesses when they retire and substantially augment their retirement portfolio.

|  |  |
| --- | --- |
| Valuing the Rep Firm | Special Report |
| The Valuation and Sale of an Entire Manufacturers' Sales Agency | Special Report |
| Selling Part of your Rep Firm to Your Employees or Partners | Special Report |
| Succession Planning | Teleforum |
| Buy, Sell and Merge Your Rep Firm | Teleforum |
| Buy-Sell Agreements | *Agency Sales* |
| Selling or Buying a Business | *Agency Sales* |
| Succession Planning | There's NO SUCCESS(ion) Without a PLAN | *Agency Sales* |
| This Way Out! Strategies for Successful Exit Planning | *Agency Sales* |
| Roadmap to Success | Legal Aspects of Buying or Selling a Rep Firm (Part I) | *Agency Sales* |
| Roadmap to Success | Legal Aspects of Buying or Selling a Rep Firm (Part II) | *Agency Sales* |