

# Estate Planning - Business Issues

There are many specific estate planning issues that deal with business ownership, valuation, and succession matters. As financial advisors, practitioners need to know the estate planning issues facing their clients who own closely held businesses. This course will help the practitioner deal with this niche client base.

## **OBJECTIVE:**

At the end of this course, you will be able to:

- Recognize estate planning business issues relevant to closely held business owners.

## **HIGHLIGHTS:**

- When to use a buy-sell (business continuation) agreement
- Advantages of using a trustee in a buy-sell agreement
- Both the tax and non-tax benefits of a family limited partnership
- When a family limited partnership is recognized for income tax purposes
- How to use an estate freeze as a planning tool
- Overview of incorporation
- When to use the Section 303 stock redemption as a planning tool
- How the accumulated earnings tax works
- Requirements of an LLC and tax implications
- Overview of numerous valuation rules under IRC Section 2031
- Understanding of IRC Sections 2701 through 2704
- How to plan for valuation discounts in closely held businesses
- How to avoid pitfalls in planning for discounted asset values

**DESIGNED FOR:** CPAs, EAs, attorneys finance professionals, financial planners, insurance professionals, and bankers

**RECOMMENDED CPE:** 8 credit hours

**PREREQUISITE:** Moderate experience in estate planning

**EVENT ACRONYM:** EPBI

**LEVEL:** Intermediate

**FIELD OF STUDY:** Taxes