

## Transition Stage

The company is sold or liquidated.

1. Business Valuation
2. Type of buyout
3. Installment sale
4. Owner/Executive benefits-estate planning
5. Employer Distribution planning
6. Business Succession



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## Who is David White & Associates?

Since 1971, David White & Associates has grown to be a firm of 27 advisors and 21 staff members and has been trusted to provide independent financial planning advice throughout the Greater Bay Area. We offer valuable planning services for individuals, small business owners and their executive teams, as well as to executives of Fortune 500 firms.

We are proud to serve over 20,000 clients, managing over \$750 million in assets and \$4 billion of insurance that provides protection for our clientele's families, businesses and estates.\*

We enjoy giving back to the community by being actively involved in over 30 charities such as Habitat For Humanity, Terrance Kelly Youth Foundation, Alameda Meals on Wheels, Young Life, ASPCA, Leukemia Foundation, food banks, Toys for Tots and our most newly found charity, The Taylor Family Foundation.

We are wealth accumulation, wealth protection and wealth distribution advisors not captive to any one idea, service or product. Our professionals can assist you with many aspects of the financial planning process.

*\*As of March, 2017*

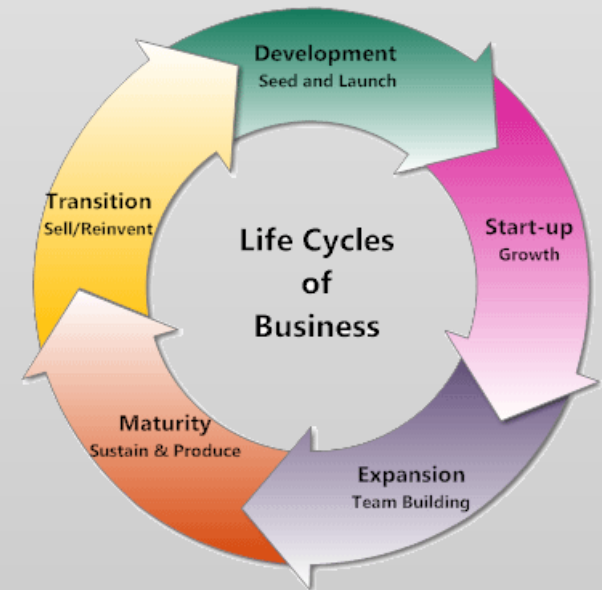


David White & Associates

*dream, grow, protect, enjoy*

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# The Business Lifecycle



David White & Associates

Knowing where your business is on timelines, dictates objectives, needs and strategies.

## Development Stage

Put all resources into ideas and products

## Start Up Stage

1. Create the Entity
  - Sole Proprietor
  - Partnership
  - C Corporation
  - S Corporation
  - LLP
  - LLC
2. Basic benefits for owners and employees
  - Medical
  - Dental
  - Vision
  - Disability
3. Operating Agreement

## Expansion Stage

Profits are occurring, the business is beginning to mature and employees are being added.

1. Consider a 401k or Simple IRA Plan
2. Buy/Sell Agreement and Valuation
3. Key Employee Retention Planning
4. Develop income tax planning strategies:
  - Executive Compensation Plan
  - Split Dollar
  - Deferred Compensation
5. Financial planning for key owners, executives and employees.
6. Expanded life and health insurance coverage



## Maturity Stage

A fully functioning business with loyal customers and market share.

1. Defined Benefit Plan
2. Who will the company be sold to?
3. Long Term Care for Key employees
4. Estate Planning
5. Buy/Sell-Permanent phase
6. Key person insurance
7. Golden Handcuff plans

