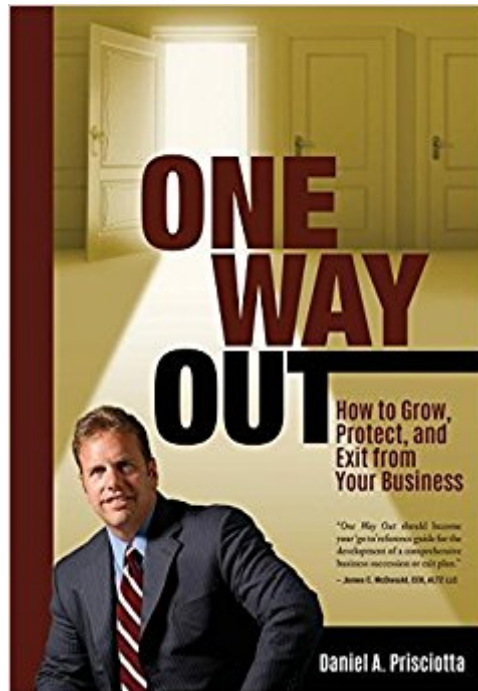


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# One Way Out: How To Grow, Protect, And Exit From Your Business



## Synopsis

You will exit from your business someday, and your ultimate success will be defined by how well you plan your departure. In today's volatile world of global economic turmoil, new tax laws and regulations, you need to know where you are heading, grooming your business now to provide for your long-term personal goals. *One Way Out, How to Grow, Protect, and Exit from Your Business* covers specific paths that can lead to your optimal exit, addressing such questions as: What is my business really worth? When will I be financially and mentally ready to exit? Am I doing all I can to minimize the IRS tax bite? How do I get the most money possible out of my business? What are the key steps in selling to an outside party? How can I grow and protect my business? How much money will I need to live the lifestyle I desire? How can I defend my wealth and pass it on to my family? If you want to achieve an optimal exit, you clearly have important choices to make. This book and its illumination of the exit planning process will help you to achieve your vision of financial independence by finding your One (Best) Way Out!

## Book Information

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## Customer Reviews

"One Way Out is a must-read for business people who would be smart to have an exit strategy, with Dan Prisciotta presenting an amazingly comprehensive approach to solving problems and reaching financial goals. Don't be one of those who waits too long to put your house in order." - Robert Gaida, Retired. CPA; Vice Chairman, BDO LLP "After working for close to 50 years in the profession, I find it is clear that the mark of success is empathy and skill. In *One Way Out*, Dan Prisciotta demonstrates how to relate to clients, get to the bottom of their concerns, and then to come up with creative

solutions. The planning process he outlines in these pages is as robust as they come, performing an amazing service for readers." - Bernard J. D'Avella, Jr., Esq., D'Avella Family Business "Business owners are called upon to make difficult decisions every day, but rarely, if ever, do those decisions concern business succession or exit planning. In *One Way Out*, Dan Prisciotta has crafted a process that presents the business owner with a logical framework to understand the value they want to achieve and the path to get there. Whether you are a business owner or an advisor, *One Way Out* should become your 'go to' reference guide for the development of a comprehensive business succession or exit plan." - James C. McDonald, CEO, ALTZ LLC "For a family business to survive, planning is critical to laying a foundation for its future. Dan Prisciotta has laid out a clear methodology as to how this process can work and be successful. *One Way Out* presents a road map as to how to approach the issues, and the advantages needed to make this process attainable. It's required reading for every entrepreneur who must tackle this issue at some point in the evolution of their business." - Lewis J. Baer, Owner, Newel LLC, Fourth-Generation Family Business

DANIEL A. PRISCOTTA, CFP, CPA\*, PFS, ChFC, is a well-known financial authority among privately owned middle-market business owners. He has developed unique strategies to increase business value, and to transfer businesses to family, key employees, or to outside buyers for the highest price. Author of the popular book, *Defend Your Wealth*, he is a highly desired speaker on the topics of business exit strategies and wealth preservation. He has presented at numerous industry and association events, and has been interviewed by CNN Business News and quoted in the *Wall Street Journal*, *The Los Angeles Times*, *The Record*, and *Journal News* business columns, as well as in numerous other publications.

Very good material.

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