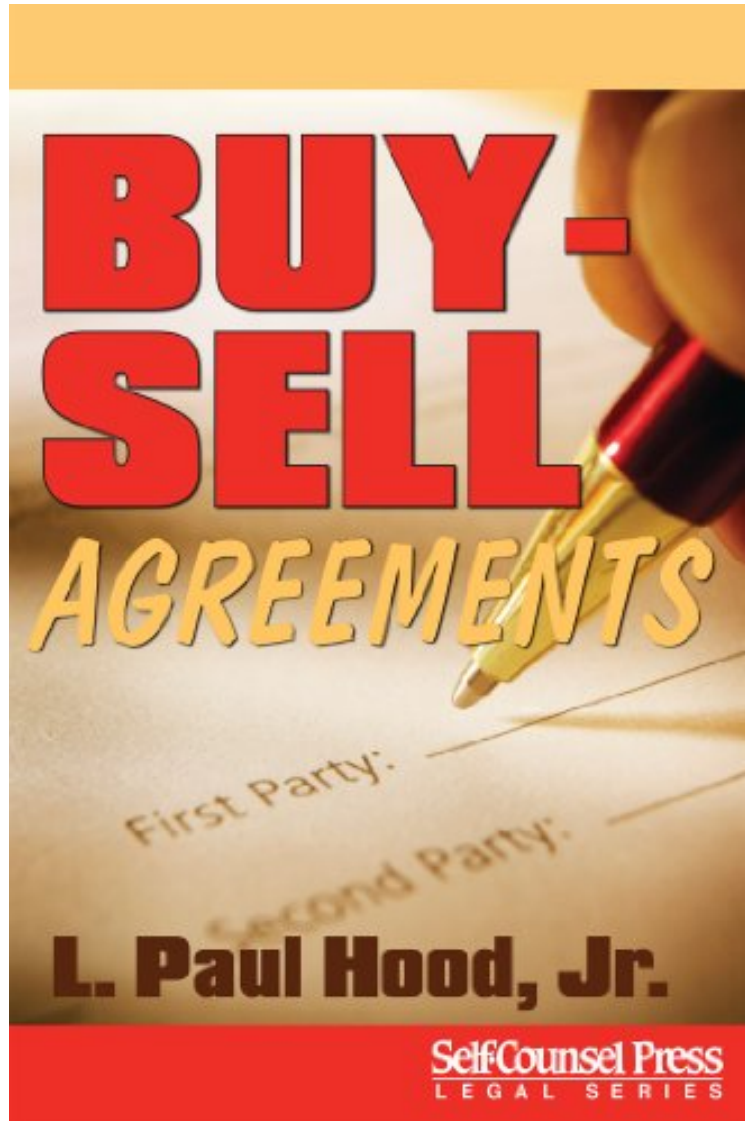


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Buy-Sell Agreements (US) (Legal Series)

L. Paul Hood Jr.

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L. Paul Hood Jr. : Buy-Sell Agreements (US) (Legal Series) before purchasing it in order to gage whether or not it would be worth my time, and all praised Buy-Sell Agreements (US) (Legal Series):

0 of 0 people found the following review helpful. A Must HaveBy Z. C. MercerThis book, Buy-Sell Agreements, by Paul Hood is an invaluable addition to the buy-sell agreement literature for business owners and their professional advisors (especially attorneys).Paul approaches the topic as an attorney who has deep experience working with business owners setting up buy-sell agreements and dealing with buy-sell agreement-related controversies.The book covers the waterfront from understanding different types of buy-sell agreements to describing tax implications to

working with professional advisors. If you are currently a party to a buy-sell agreement or are in the process of drafting one, you must have this book. I highly recommend it! 0 of 0 people found the following review helpful. Great investment for every business attorney and financial advisor. By Michael Palumbos This is an unbelievable bargain. Mr. Hood packed a ton of valuable information in this book. The tools that he provides are also a wonderful resource. More than worth the investment!

If you are opening or joining a business, congratulations! Believe it or not, it is now, at the start, that you should also be thinking about the possible end of the business arrangement. Many business owners rarely think about the day when their business arrangement may change or even end; however, the fact remains that in every multiple-owner business, buy-sell agreements (also called buyout agreements) are extremely important documents to consider. Unfortunately, they are often overlooked in a business plan. Buy-sell agreements can be one of the hardest documents to draft, which explains why so many are incomplete. So, where do you begin? Author L. Paul Hood Jr. is an expert on just such documents, and in this book, he guides readers through the process to create an agreement that will cover all the details.

From the Back Cover Protect your interests before your business situation changes! If you are opening or joining a business, congratulations! Believe it or not, it is now, at the start, that you should also be thinking about the possible end of the business arrangement. Many business owners rarely think about the day when their business arrangement may change or even end; however, the fact remains that in every multiple-owner business, buy-sell agreements (also called buyout agreements) are extremely important documents to consider. Unfortunately, they are often overlooked in a business plan. What will happen to the business if you, another co-owner, or shareholder leaves the business? Sometimes these situations occur simply due to retirement in which case you may have time to consider the options. Sadly, in many cases, the business partner in question may be going through a divorce, bankruptcy, serious illness, or may have even died. There may also be a serious conflict between the partners as to how the business should be run that results in an inability to continue working together at all. During this difficult time, you and your business partners may not be prepared to make important decisions about the ownership of the business. Furthermore, you may feel angry or pity upon your business partner(s), which could muddle you or your business partners' ability to make a fair decision. Buy-sell agreements are necessary to avoid further emotional burden or even expensive and time-consuming lawsuits! Buy-sell agreements can be one of the hardest documents to draft, which explains why so many are incomplete. So, where do you begin? Author L. Paul Hood Jr. is an expert on just such documents, and in this book, he guides readers through the process to create an agreement that will cover all the details such as:

- How the business can be bought or sold
- What the price would be
- Who can buy into the business
- What circumstances the agreement applies to (e.g.: death, bankruptcy, disability, retirement)

Don't wait until a tragedy or conflict arises. With the information provided in the book and the forms on the CD-ROM, *Buy/Sell Agreements* gives you everything you need to create a legal agreement that protects both the business and the interests of all partners involved. (2013-05-27)

About the Author L. Paul Hood, Jr. is a frequent speaker and commentator on estate planning issues. He is widely quoted and his articles have been published in a number of journals, including *CCH Journal of Practical Estate Planning*, *Estate Planning*, *Digest of Federal Tax Articles*, *Louisiana Bar Journal*, and *Tax Ideas*. In addition to serving on the Louisiana Board of Tax Appeals, he was a sponsored speaker for distinguished law schools such as Duke, Georgetown, NYU, LSU, Tulane, and Loyola. He is also the author of the upcoming book *Estate Planning for the Blended Family*, also published by Self-Counsel Press.