



As a small business owner and entrepreneur, you are already aware of the overwhelming amount of effort it takes to make your enterprise profitable. From the day-to-day issues that take up much of your time, to record keeping procedures that ensure your business is always in the black, there never seems to be enough time in the day. Unfortunately, many of the small business owners that I've met have not even had the time to update or even prepare a personal financial plan that suits their needs.

If this sounds familiar, I believe I can help. I've been working with business owners for over thirty years developing tax efficient investment portfolios and exit strategies. While the needs of every business owner are unique, every business owner needs to begin formulating a retirement strategy as early as possible. As an entrepreneur, you know it's crucial to save as much money as you can since you don't have an employer helping fund your retirement. A financial advisor, like myself, can help you estimate how much money you will need to fund the lifestyle that you desire during retirement and assist you with setting up a retirement plan if you have not already done so. If you do already have retirement accounts, your financial advisor should be working with you to be sure that your plan contributions and investment options are enough to meet your goals and objectives. Since the specific rules and contribution limits vary, it's crucial to find the right plan that will allow you to minimize your taxes and maximize your savings.

After establishing your retirement objectives, consulting with a business broker or valuation consultant to determine a potential sales price for your business is something that must be done. Keeping track of this number as time passes and conditions change is also a necessity, as is factoring in the likely terms, conditions, and costs of any transaction. Failure to do so often leads to inaccurate assumptions and unrealistic expectations. However, by establishing a likely market price for the sale of your business and having those figures updated regularly, you will be able to not only track the value (and hopefully the growth) of your business but make informed financial decisions regarding the contribution that a potential sale of your business will have on future endeavors and towards your retirement.

If you have not updated your financial plans recently, or if you just want a second opinion, I'd welcome the opportunity to speak with you and learn about your business. At the very least, we will each make a new friend and I may be able to provide some insight which you may find valuable. I am very flexible with my scheduling, so evening and weekend appointments are also available. Thanks a lot. I eagerly await the opportunity to hear the story of your business.

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