

Business Owner Defined Values

Depending on their transfer motives, private business owners actually choose the range of values within which their businesses will transfer. A wide variety of transfer motives leads to a corresponding large range of possible values for a business. Transfer motives range from needing a change in lifestyle to using the transfer as a wealth-creating vehicle. The choice of transfer method selects a value world, which leads to a specific value.

Succession/Transfer Motives

