

Negotiating Your Earnout: What Every Business

Owner Should Know

If you're thinking about selling your business, you may have heard of something called an "earnout." But what you may not realize is that earnouts deserve special attention because of their structure and potential risks. Let's take a deeper look.

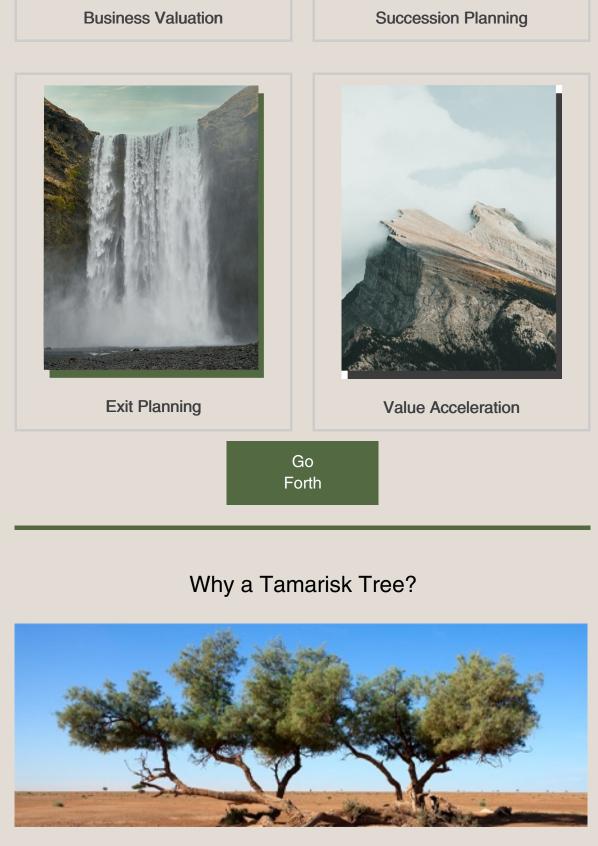
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Protecting Your Legacy

We help business owners navigate the challenges of selling their business or transitioning leadership to the next generation, with a primary focus on protecting their legacy.







The tamarisk is a valued desert tree. It not only provides shade but releases cool moisture, like a natural air conditioner. It also is a very slow-growing tree, taking up to 80 years to grow to full maturity...



Phil Harwood, JD, MBA & Tabetha Vetter, CEPA Co-founders, Senior Advisors



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