



BE UNSTOPPABLE!

BE ESOPable™

An exit solution that CPAs trust: financeable, compliant, and aligned with long-term value creation for your clients.

ESOP 101 Fact Sheet
CPA



ACQUISITION
EXPERTS LLC

Services provided by Acquisition Experts LLC - William V West Jr PLLC,
State of Florida Licensed Real Estate Broker-Associate

The CPA's **Edge** in Founder Transitions

How to Protect Client Outcomes,
Tax Efficiency, and Your Advisory Role

You Know These Clients. **And You Know What's Coming.**

- They've been with you for years. They run strong businesses, generate cash, and rely on your judgment — but they're aging. And many have no clear plan for what comes next.
- Most are too private for outside deals. Too loyal to fold their company into a roll-up. Too protective of their people to chase the highest offer.
- They're not looking for hype. They're looking for structure.

That's where **you come in.**



esopable.com



772 812-5530

The ESOP Option: Quiet, Structured, Tax-Leveraged

An Employee Stock Ownership Plan (ESOP) is a trust-based ownership transfer. The business is sold — not gifted — to a trust benefiting the employees. The deal is backed by SBA financing and a seller note, structured for liquidity, control, and tax efficiency.

It keeps the company independent. It rewards the team. And it gives the owner a strategic, financeable exit — without outsiders.

How the Structure Works

- **Buyer:** ESOP trust
- **Financing:** SBA 7(a) loan + subordinated seller note
- **Valuation:** Independent fair market valuation
- **Governance:** Trustee oversight + operational continuity
- **Ownership:** Employees earn shares over time — no out-of-pocket purchase
- **Tax Treatment:** C corp sellers may elect 1042 rollover; company deducts loan payments and seller note interest

Be ESOPable!™

- EBITDA above \$700K
- 15 to 100+ employees
- Strong internal team with promotable leadership
- Long-term operations, often founder-led and debt-light
- Deep community ties and concern about continuity
- Thinking 1–3 years ahead about transition

Ask yourself:

If this owner sold tomorrow, would their goals — and your work — be protected?

Why Sellers Say Yes

- Full fair market value with real financing
- Control over timing, terms, and role
- Continuity for employees, customers, and operations
- Loyalty repaid through ownership — not pink slips
- Tax advantages for both seller and company
- Quiet transition, no disruption, no circus

Why You're Still in the Room

This isn't about replacing advisors. It's about activating them.

We coordinate deal structure, valuation, trustee engagement, and SBA lender alignment. You remain the client's core voice — trusted, respected, and essential to the outcome.

Let's walk through a case. You'll know if it fits.

**YOUR NEXT CHAPTER STARTS
WITH THE RIGHT NUMBER**



Contact:

Bill West

bwest@acquisitionexperts.net

772 812-5530



esopable.com



772 812-5530