

**Exit Strategies  
For Success:  
Being Ready When  
Opportunity Strikes**

# *Burns & Levinson LLP*

- Burns & Levinson is a full service law firm in Boston, MA
- We have a focus on entrepreneurial companies in technology, life sciences, medical devices, software, energy/cleantech, and healthcare, etc.
- Our specialty practices include: finance, securities, tax, IP, labor, employment & employee benefits, and real estate
- We host an Innovation Program for promising start-ups in their pre-funding stage

# *Consider your Exit options*

## “Exit” Options:

- Passing the business to a successor(s)
- Strategic sale
- Sale or majority/minority investment to a financial backer
- Initial Public Offering
- Liquidation

# *What's your Timeline?*

What do you hope to accomplish:

- Develop a new technology?
- Commercialize your technology?
- Develop your business?
- Lead the industry?
- Rule the world?

# *Entrance Considerations*

What initial decisions will help support your exit strategy:

- Who do you need on-board with your strategy?
- What will derail your strategy?
- Entity Choice - everyone loves a Delaware LLC
- Do you need a specific tax strategy?
- What might trigger your exit?

# *Being ready when opportunity knocks*

Investors and acquirers will be looking for certain information and records:

- After about a year, engage a qualified accountant to keep your financials and advise your business
- Get your intellectual property properly registered
- Keep a record of your company's decisions, activities, contracts and relationships
- Have a network of trusted advisors

# *Getting through the Process*

- Don't go it alone – involve your internal and external advisors and networks early on
- Know your business's value and maximize it
- Know your value and maximize it
- Know where you want to be for yourself and your loved ones

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# *Contact Us*

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