ARE YOU THINKING OF EXITING YOUR BUSINESS?

EQUITY STRATEGIES GROUP’s sole focus is the design and implementation of successful exit strategies for owners of privately held businesses. We serve our clients by helping to clarify and meet their exit strategy goals while adhering to the highest standards of professionalism and integrity.

With nearly 12 million business owners approaching a stage in their lives when a business transaction is on the near horizon, EQUITY STRATEGIES GROUP provides a total solution to help their needs.

Founded by partners with a long history in financial services, the acquisition and sale of businesses, wealth accumulation and preservation, and tax planning solutions, EQUITY STRATEGIES GROUP works with both business owners and their financial advisors to chart the best path for success. In addition to creating marketability and business valuation assessments, we provide an integrated platform of services* for multiple business transfer options:

- Sale of Business
- Equity Recapitalization
- Mergers & Acquisitions
- Raising Capital For Growth and Expansion
- Management Buyout
- Employee Stock Ownership Plans (ESOPs)

EQUITY STRATEGIES GROUP is an affiliate of Lincoln National Corporation (NYSE: LNC)

*AUDIO SERVICES GROUP is an affiliate of Lincoln Financial Advisors Corp. Securities offered through Lincoln Financial Advisors Corp. (member SIPC) and registered investment advisor. Insurance offered through Lincoln affiliates and other fine companies.

Neither EQUITY STRATEGIES GROUP nor Lincoln Financial Advisors Corp. offer legal or tax advice.

*These services are available through third party firms not affiliated with Lincoln Financial Corp.

**Licensed; not practicing.

EQUITY STRATEGIES GROUP

Daniel A. Prisciotta, CFP®, CPA®, PFS, ChFC®, Managing Partner
61 South Paramus Road, Suite 425 • Paramus New Jersey 07652
Phone 201-556-4502     Toll free 866-807-0325     Fax 201-368-5161     www.equitystrategiesgroup.com

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EQUITY STRATEGIES GROUP helps the owners of privately held businesses plan for and implement a successful exit strategy. For most business owners this is a once-in-a lifetime event, and one of the most important decisions they will ever make. An exit strategy represents both the legacy and the reward for what the business owner has built. Our goal is to make sure that you navigate the terrain successfully. We will help you understand your exit options, preparing you for the exit planning process, connecting you with our investment banking*, mergers & acquisitions* or technical experts, and advising you throughout the process.

ADDRESSING THE EXIT PLANNING NEEDS OF BUSINESS OWNERS
HELPING THEM TOWARD A BETTER TOMORROW.

DETERMINING THE RIGHT EXIT STRATEGY
DEVELOPING AN IN-DEPTH UNDERSTANDING OF YOUR NEEDS AND GOALS IS FUNDAMENTAL TO THE WAY WE WORK WITH YOU.

Determining the right exit strategy is a combination of listening to your needs and goals, analyzing your specific business, and understanding your industry and its trends. There are multiple options for an exit strategy. You may already know the direction you want to take, or may want a top-down review of the various paths that are available. Whatever your starting point, we explain your options and their impact, both in terms of the value you can realize and the potential tax consequences.

To best analyze your business, we employ a straightforward but thorough process that begins by asking you to complete a business owner profile, providing us with standard financial data. Once we have reviewed the data in house, we then conduct a conference with you where we can discuss all of your information in depth. Based on your input and our analysis of your business and industry, we will not only create an exit plan, but implement it through our national network of experts for investment banking*, mergers & acquisitions* and our own technical experts.

If you only want to plan ahead, but not realize your full exit strategy at this time, we can put you on the right path. If you are ready to proceed, we are ready to counsel and advise you until the sale or transfer of ownership process is complete.

EQUITY STRATEGIES GROUP has assembled a premier team of exit planning talent throughout the country. Our combined resources can help you plan for and execute a successful sale of your business. We will provide access to capital if investing in your company is recommended to improve its value before a sale. We have partnered with a select group of investment banking* and mergers & acquisitions* firms which specialize in working with privately held businesses, as well as professionals in areas such as management buyouts and employee stock ownership plans. This extended team will contribute up front in the exit planning phase, and will work in concert with you and your legal, accounting and financial advisors throughout the process.

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“AT SOME POINT, EVERY OWNER LEAVES HIS OR HER BUSINESS. OUR FIRM HELPS YOU RECEIVE THE MAXIMUM AMOUNT OF MONEY, NET AFTER TAXES, TO ACCOMPLISH YOUR DESIRED FINANCIAL GOALS FOR YOU AND YOUR FAMILY.”

DANIEL A. PRISCIOTTA, CFP®, CPA,® PFS, CDFC,® MANAGING PARTNER, EQUITY STRATEGIES GROUP

ASSEMBLING THE BEST TEAM TO MEET YOUR NEEDS
BASED ON YOUR UNIQUE NEEDS AND YOUR COMPANY PROFILE, WE BRING TOGETHER THE OPTIMAL TEAM TO EXECUTE YOUR EXIT STRATEGY

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DANIEL A. PRISCIOTTA, CFP®, CPA,® PFS, CDFC,® MANAGING PARTNER, EQUITY STRATEGIES GROUP

ACTING AS YOUR TRUSTED PROFESSIONAL
WE PROVIDE SOUND ADVICE AND A UNIQUE INTEGRATED APPROACH THAT HELPS YOU REALIZE THE FULL VALUE OF YOUR BUSINESS

We know that when it comes time to plan for and execute an exit strategy, privately held businesses do not have the same resources available to them as public companies. There is not a deep enough support team on hand, and many of the Wall Street intermediaries that typically deal with these public companies do not appreciate the unique link of business and personal goals that is important to individual business owners.

At EQUITY STRATEGIES GROUP we are not only specialists in the field of exit planning for privately held businesses, but advocates for your success throughout every step of the process. We constantly look for ways to maximize your reward and minimize your risk. We don’t want to just put any plan in place, but the best plan for you.

We become your team, providing advice and direction based on our years of success and experience in working with business owners like you. Our specialists have the right skill sets and industry-specific experience to help meet your needs. We own your success along with you, and are motivated to stay the course until your exit is complete.