

Advance Praise

YOUR MULTIMILLION- DOLLAR EXIT

THE ENTREPRENEUR'S BUSINESS SUCCESS(ION) PLANNER

WAYNE M. ZELL, J.D., CPA

A
BLUEPRINT
for WEALTH
GUIDE



“*Your Multimillion-Dollar Exit* is a must-read. It spells out what a businessperson needs to think about in terms of a successful business exit and life exit. The end goal being to pay the least taxes, to transfer the most wealth, and to continue the business the way you envision it.”

—**BOB MARGOLIS**, entrepreneur, Chief Executive Officer at TM Development

“Wayne Zell has been an invaluable advisor to me personally and to my business partners. I’ve watched him work closely with other successful entrepreneurs as well. He has an unparalleled grasp of complex legal issues, an ability to explain those issues clearly, and a genuine desire to provide bespoke legal advice that takes into account each of his clients’ unique needs and aspirations. In this book, he turns his considerable skills to providing concise, practical, and detailed advice to entrepreneurs that are either considering an exit from their business or, if they are not, should be planning now for one in the future. Reading this book is the next best thing to sitting down with Wayne one on one. Truthfully, every entrepreneur should do both.”

—**ELI COHEN**, Managing Director at GenTrust Wealth Management and Catenary Alternatives Asset Management LLC

“The tools and real-life stories in *Your Multimillion-Dollar Exit* are essential ingredients in an entrepreneur’s tool kit for designing a comprehensive exit plan, whether the exit is anticipated or unanticipated.”

—**MARIO DELUCA**, CPA, JD, LL.M., Partner at Crowe LLP

“Wayne’s new book, *Your Multimillion-Dollar Exit*, is a must-read. I personally wouldn’t have been able to position my IT services business for a successful sale without Wayne’s knowledge, multidisciplinary experience, and practical advice.”

—**DAVID EISNER**, Founder, former CEO, and Chairman at Dataprise, Inc.

“I was delighted to learn Wayne was writing a book for entrepreneurs— and frankly, any businessperson—about transitions and exits. I know that it’s far too easy to focus on growing your business and defer these critical issues. I’ve known Wayne for decades and worked with him on several company exits, and now as a long-term client in estate and tax issues. I can’t think of anyone who could be more valuable and insightful in helping entrepreneurs to optimize results while protecting their families and legacies. He’s the type of attorney I appreciate: a trusted advisor who says you “should” do this, not you “could” do this. This book should be at the top of your stack—it presents immediately applicable knowledge to numerous important aspects of your business and personal life.”

—**JOHN BURTON**, entrepreneur, Co-Founder at Udata Ventures

“This is a book for every stage of entrepreneurship. Ideally, read it as you begin, but it serves at any stage. Wayne takes complex subjects and makes them simple. He takes emotionally fraught subjects and makes them easier to address. He takes your hard work and love and shows you how to turn it into value for you and your family.”

—**KATRINA VANHUSS**, CEO at Turnkey for Good

“As an entrepreneur, founder, and CEO of multiple businesses, I understand the challenges and worries of how to protect one’s wealth built through a business. *Your Multimillion-Dollar Exit* is an essential tool for all who want to craft a thoughtful plan to maximize the value they have created.”

—**JOHN BECKER**, entrepreneur and CEO

“Too often, I find business owners who don’t begin thinking about the consequences of selling their business until they are ready to exit. As Wayne illustrates in this book, that is extremely late in the game and puts the owner at a handicap trying to deal with structures and considerations that could’ve been codified years earlier while at the same time trying to be responsive to the pressures of transaction deadlines. Given Wayne’s extensive experience, you should read *Your MultimillionDollar Exit*. It will provide you with the means to design a successful business exit that will greatly relieve your stress when that day comes.”

—**PHIL NOLAN**, former CEO at Stanley, Inc.

“Whether you plan to exit your business in months or not for many years, Wayne Zell’s *Your Multimillion-Dollar Exit* is the book for you. Zell has written an essential planning guide for the business owner. It is chock-full of the strategies, techniques, and tools Zell has developed and honed over decades of leadership as a CPA, a tax/business attorney, and an entrepreneur.”

—**CATHI COHEN**, LCSW, CGP, Clinical Director and Founder at In Step

“Having coached, trained, and lived the life of an entrepreneur for over 30 years, I certainly understand the challenges and fears that go with it. This book is a critical tool in every business owner’s planning arsenal. You can learn the legal, practical, and real-world advice that is necessary for success through this book...or you can learn the hard way!”

—**ROB JOLLES**, speaker, author, consultant, coach, and President at Jolles Associates, Inc.

“*Your Multimillion-Dollar Exit* contains a ton of rich and deep content for entrepreneurs and business owners, based upon Wayne Zell’s 42 years’ experience as a CPA and 37 years as a tax, business, and estate attorney. I know him well and have seen him in action. You need to read this book!”

—**STEVE GLADIS**, PhD, author, speaker, and CEO of Steve Gladis Leadership Partners

“Wayne Zell’s newest book is a must-read for entrepreneurs and anyone who wants to be much more financially successful. I have known and worked with Wayne on financial matters for years and know firsthand that he is incredibly knowledgeable and skilled at what he does, with proven results. Entrepreneurs who care about their financial future should pick up this book without hesitation and follow his expert advice.”

—**ARNOLD PUNARO**, Major General, USMC (Ret.), and CEO at The Punaro Group

“Wayne Zell has written a book for entrepreneurs about entrepreneurs who want to craft a thoughtful plan to exit their businesses and leave their legacies intact.”

—**PETER D. AQUINO**, Chairman and CEO at SeaChange International