

# Winston Attorneys Discuss Acquisitions of Family-Owned Businesses

NOVEMBER 29, 2017

Winston & Strawn attorney Eva Davis led a Strafford webinar on November 29. "[Acquisitions of Family-Owned Businesses: Valuation, Due Diligence, Deal Structure, Operational Transition](#)" was a live 90-minute CLE webinar with interactive Q&A. The panel discussed best practices for managing valuation, due diligence, deal structure, tax, estate planning, and other challenges in acquisitions of family-owned businesses. Specifically, they answered the following questions:

- What legal and business issues arise with the acquisition of family-owned businesses?
- What are the key components of a comprehensive due diligence plan for both buyers and sellers?
- What are the benefits, risks, and tax aspects of structuring the sale as a stock sale versus asset sale versus merger?
- What valuation challenges do acquisitions of family-owned businesses present and how can they be overcome?
- When and how should family members decide to "re-invest" in the family business with "rollover equity" when selling to a financial buyer and what are the tax impacts of doing so?
- How do you prepare in advance of a transaction to address the family's estate planning needs?
- What management and transition-related issues could arise when selling a family business?

Eva, a member of the firm's Corporate Department and Co-Chair of the Private Equity Practice, concentrates on U.S. and cross-border complex business transactions.

1 Min Read

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Eva Davis



Rachel Ingwer