

“Exit and Succession Planning”

Friday, February 25 10:30-11:00am

Larry Weiss, CPA, CEPA

In this presentation we will cover:

- Types of Buyers – Internal vs. External
- Why buyers buy, what they pay extra for & what they deduct for
- Types of Succession Plans – Managerial vs Ownership
- Define EBITDA & Multiple
- Valuations and Available Market Data

Larry Weiss, CPA, owner of Weiss Advisors is committed to helping dental lab owners be more successful, increase their wealth, personal satisfaction, and free time by aligning their business, personal, and financial goals while finding the sweet spot in their Value Systems that includes them, their Family and their Team. Prior to Weiss Advisors, Larry was with Keller Dental Laboratory / NDX for over 30 years in various roles as they built an amazing team that grew a small local lab with 25 employees to a national competitor with almost 250 employees – and he enjoys sharing his experiences with others. Larry received a BSBA in Accounting from the University of Missouri. In addition to being a CPA and Certified Exit Planner, he is a Certified Professional Business Advisor. Larry is married with 3 grown children and 5 grandchildren. His hobbies include spending time with family, traveling, anything outside or on the water and finding good food tours and microbreweries across the country.

