



The \$10 Trillion Opportunity: Designing Successful Exit Strategies for Middle Market Business Owners, Second Edition

Richard E. Jackim

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The \$10 Trillion Opportunity shows business advisors how to develop comprehensive, integrated exit plans for business owners. With the baby boomer generation approaching retirement age, exit planning has become one of the hottest topics for business advisors. Exit planning is a process that asks and answers all of the personal, business, financial, legal, estate and tax issues involved in selling or exiting from a privately held business. The \$10 Trillion Opportunity is a logically structured book with a no-nonsense approach to exploring and addressing a topic that is often misunderstood and at times overwhelming for business owners and their advisors alike. An essential primer for professional advisors and business owners trying to make sense of exit planning, investment banker and former Wall Street attorney, Richard E. Jackim, together with his partner, Peter Christman, have put together a thoroughly readable exploration of exit planning, why it is important and how to introduce exit planning into your professional practice. The \$10 Trillion Opportunity includes twelve case studies, fifteen illustrations, a glossary, resource guide, bibliography and a detailed index.

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