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Estate and Succession Planning for Business Owners

Our faculty of experienced estate planners will discuss:

- Business Valuation – Understanding the Value of Your Client’s Business
- Income Tax Issues for Closely Held Businesses
- Estate Planning for the Small Business Owner
- How to Steer Private Companies Through Succession Conflicts
- Tax Planning for the Closely Held Business Owner
- Life Insurance and Business Planning
- And More!

Friday, February 20, 2026 – Attend In Person

Minnesota CLE Conference Center
600 Nicollet Mall, Suite 370, Minneapolis

Can’t Attend In Person?

View an Online Replay on Friday, March 6, 2026 or
Thursday, March 19, 2026.

Estate and Succession Planning for Business Owners

Friday, February 20, 2026 –
Attend In Person

SCHEDULE

8:30 – 9:00 a.m.
CHECK-IN & CONTINENTAL BREAKFAST

9:00 – 9:05 a.m.
WELCOME & INTRODUCTION

9:05 – 9:50 a.m.
Business Valuation – Understanding the Value of Your Client’s Business
Some of the key questions when doing estate planning for a business owner are what their business might be worth, how it generates value, and how fast it is likely to grow in the future. The goal of this session will be to gain insight into the way a potential buyer might value various types of businesses. This presentation will cover the metrics a potential buyer might consider when evaluating a business; the different types of businesses (holding companies, manufacturing companies, service companies, tech companies, etc.); and how the type of business affects the way a buyer might assess its value. This will lead to a discussion of how businesses generate value; the difference between growth-oriented businesses and distribution-oriented businesses; and the general process of finding a buyer to acquire a business as a going concern.
– *Mitchell Hoistad*
– *Cory J. Markling*
– *Christopher Van Schooneveld*

9:50 – 10:35 a.m.
Income Tax Issues for Closely Held Businesses
Different types of business entities have distinct income tax characteristics that estate planners who work with business owners need to be aware of, and these can have a significant impact on estate and gift tax planning options. This session will discuss the key differences in the income tax rules applicable to different entity types and why they matter for effective estate planning for business owners with a focus on the mechanics of the entities from a business and tax perspective. Learn the differences and similarities between C Corporations, S Corporations and Partnerships and the tax treatment of distributions, the effect of an owner’s death on basis and the ability to transfer ownership to charities and trusts.
– *Matthew T. Brown*
– *Derek M. Dockendorf*

10:35 – 10:45 a.m.
BREAK

10:45 – 11:30 a.m.
Core Estate Planning for the Small Business Owner
Learn how to integrate succession planning for the business with estate planning documents to ensure continuity, minimize taxes, and provide for loved ones.
– *Barbara M. Kristiansson*

11:30 a.m. – 12:15 p.m.
Buy-Sell Agreements and Succession Planning
Explore planning and drafting issues to satisfy client goals under different circumstances. This session will discuss:
• Forms of agreement and critical provisions for tax planning
• Timing considerations
• Funding
• Redemptions and cross-purchase, buy-sell agreements
• Permitted estate planning transfers to family members and trusts for family members
• Effects of the buy-sell agreement on estate tax valuation of the business
– *Justin J. Seitz*
– *Matthew J. Shea*

12:15 – 1:00 p.m.
LUNCH BREAK (ON YOUR OWN)

1:00 – 1:45 p.m.
Legacy or Litigation? Steering Private Companies Through Succession Conflicts
Succession planning in private businesses often triggers conflict – over control, money, expectations, and legacy. In this session, you will hear from two experienced trial attorneys who will share hard-won lessons from the trenches of ownership battles and business divorces to show how thoughtful planning can keep companies out of court. This session will highlight:
• Why strong written agreements matter – and the clauses that most often avoid litigation.
• Duties of owners and managers, and how misunderstandings fuel conflict.
• Key terms to include in succession plans, from valuation to voting to dispute-resolution provisions.
• Real-world conflict patterns, and how clear documentation and communication could have prevented them.
– *Janel M. Dressen*
– *William Paterson*

1:45 – 2:30 p.m.
Tax Planning for the Closely Held Business Owner
Tax planning for a closely held business owner involves a holistic, proactive approach integrating business operations, personal finances, and long-term success goals. Key strategies include optimizing business structure, maximizing deductions and credits, and implementing sophisticated estate planning techniques.
– *Jennifer A. Ede*

2:30 – 2:40 p.m.
BREAK

2:40 – 3:25 p.m.
Life Insurance and Business Planning
This session will discuss why the business owner needs life insurance and how best to structure the insurance purchase and ownership to achieve those goals. Creative uses for life insurance in the family-owned business, including life insurance trusts; split-dollar insurance and insurance to fund buy-sell agreements, pay estate taxes, and provide liquidity to non-family employees.
– *Chad A. Carr*
– *Timothy D. Foster*

3:25 – 3:30 p.m.
BREAK

3:30 – 4:15 p.m.
Succession Planning Panel
This final session of the seminar applies the laws and strategies learned throughout the day to a series of fact patterns. Listen as our panel walks through the strengths, weaknesses and consequences of different estate and business succession planning strategies through a scenario-based discussion.
– *Jennifer A. Ede*
– *Amy A. Johns*
– *Beth T. Morrison*
– *Lauren Winter Routhier*

COURSE INFORMATION

LIVE IN PERSON
Friday, February 20, 2026
Minnesota CLE Conference Center
600 Nicollet Mall, Suite 370
Third Floor City Center, Minneapolis

ONLINE REPLAY
Friday, March 6, 2026
Thursday, March 19, 2026
View online at www.minncle.org
A moderator will be available to answer questions by email.

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