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## Looking to Sell? Pre-Sale Considerations and Strategies to Avoid State Tax Pitfalls

**Event**

09.15.2020

**Hosted By:** Fredrikson & Byron's Tax Disputes & Litigation Group**Presenters:**

Kyle Brehm  
Mark Salisbury  
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Masha Yevzelman

**Program Description:**

On October 8, Fredrikson & Byron's Tax Litigation Group presented "Looking to Sell? Pre-Sale Considerations and Strategies to Avoid State Tax Pitfalls". Perhaps surprising to some is the increase in M&A transactions taking place within our current environment. Whatever the reason, companies continue to acquire other businesses at a tremendous pace. During this session we focused on the seller within that transaction, we explored the considerations sellers should be aware of and discussed some strategies to consider when looking to mitigate state tax risks associated with such discussions.

Objectives: After attending this session, attendees will be able to:

- Understand key state tax risks associated with selling a business;
- Develop an approach for mitigating tax risk associated with a sale; and
- Apply state tax concepts such as nexus, residency and apportionment when negotiating key terms and conditions within a purchase agreement.

Advance preparation: None | Program level: Basic | Prerequisites: None | Delivery method: Group internet-based | Field of study: Taxes | CPE: 1.0 credit per webcast

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# Looking to Sell? Pre-Sale Considerations and Strategies to Avoid State Tax Pitfalls



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## **Platform Details:**

This webcast is held using ON24. Test your system in advance of the program or read more about the minimum system requirements [here](#).

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