



## Business Brokers Closing More Deals

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### *Tax Deferral Strategies*

No matter the situation, when expanding or contracting a business, **retiring** business owners are realizing that real estate disposition and business exit strategies beg many important considerations:

- Capital gains taxes and other taxes incidental to the sale of the real estate investment property and the business
- Alternative exit strategies that defer, spread or eliminate taxes
- Reinvestment alternatives that may significantly increase returns, simplify lifestyles, and reduce portfolio risk
- Diversification strategies

This shortened list quickly illustrates that developing the right exit strategy poses many challenges to the retiring business owner and his business advisor. Section 1031 of the Internal Revenue Code permit capital gains tax deferrals when exchanging for like-kind property provided certain criteria and parameters are met.

The Internal Revenue Service is to look more closely into completed [1031 Ex-](#)

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