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# Podcasts: Business Ownership – Buying In, Creating Value and Getting Out

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BPM's Business Ownership Transition team sat down with the San Francisco Business Times to discuss three important topics for business leaders buying into startups, creating value over time and what happens when you're ready to get out.

In episode one of the series "How entrepreneurs can start the value creation lifecycle," BPM's Business Ownership Transition Practice Leader and Partner Terry Hill chats with BPM Director Brett Hazlett and BPM Tax Of Counsel Bob Houston about why startups must balance resources between innovating products and services and building their business. They also discuss implications of business structures, the policies and legal agreements to implement early and accounting best practices.

In episode two of the series "How to create value in your business by buying, building and carving out," Terry Hill talks about how successful startups must focus on meaningful revenue for future growth and expansion. BPM's Kemp Moyer and Sandy Curry join Terry to provide some insider context about inorganic ways to grow and expand a company, resources to prepare and to create a suitable environment for M&A, and talent retention tools.

In episode three of the series, "How personal circumstances impact rational business decisions," BPM Partner and Corporate Finance Consulting leader Edward Webb talks with Terry Hill and Michael Malter, senior partner at Binder & Malter LLP, to talk about the influx of business sales in the current economy. Listen to learn more about the conversations business owners should have before selling their business, the two most common types of buyers and how to achieve positive outcomes following business transitions.

Learn more about BPM's Business Ownership Transition practice and reach out to BPM's Terry Hill with any questions about the information in the podcast series.