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M&A Strategies for the HVAC Industry

Download the guide to gain practical insights into buying, selling, or growing an HVAC business through mergers and acquisitions.

What You'll Learn in This Guide



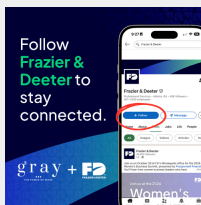
- How HVAC, plumbing, and heating businesses are being valued in today's active M&A market, including the key factors that can increase purchase price and attract buyers.
- The most common reasons owners choose to sell, as well as the strategic advantages driving acquisitions across the industry.
- And more!

Click [HERE](#) to download the guide.

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Thank you for being part of our community. We look forward to staying connected as FD.

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Family Business

Consider Making a Tax-Smart Redemption of C Corporation Stock

Cash is king in both business and life. Unfortunately, many family business owners who have structured their companies as C corporations run into cash flow problems in their personal lives. A stock



redemption is one potential solution for generating some liquidity from the family business in a tax-savvy manner. This article provides the basic details of this strategy.

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Operations

Safely Expanding Your Business Operations



Is now the time to grow your business? The answer will depend on the specifics about your company, such as its mission and market. One thing, however, is usually true: Businesses that fail to grow tend not to last very long. Competition is fierce in almost every industry. This article discusses some sound practices in planning and executing a business expansion.

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Business Tax

Selling Real Estate on the Installment Basis



If you own real estate that will produce a big capital gain when you sell it, you may be able to realize significant tax benefits by negotiating an installment sale of the property. This article explains how you qualify for installment sale reporting. It also details the three key tax breaks that you may be able to claim, as well as several tax traps that you will want to avoid.

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