Seller Financing to Retire

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**SPEAKERS**

Carey Berger

**Carey Berger** 00:06

Hello, I'm Carey Berger with the BSR Group. And today we're talking about seller financing as a way to get yourself to retirement. Wait a minute, what do you mean those two are related? Yes, they are. If you're going to be selling a closely held business in many cases, the value of that business is very difficult for a bank to be able to secure and as such what they will loan against may be limited to just real estate and a few other assets. Even with the help of the SBA, this can be a very difficult effort to be able to get full value financed by a bank. So some portion almost always winds up being either you're selling to someone with enough cash of their own. They don't have to go to a bank or if you're trying to sell to someone smaller, it has to be seller financing you're doing it you are the bank. With that in mind. Your retirement now means that you are receiving those dollars in the form of seller financing on a monthly basis. That's a source of retirement money. It also means that your retirement job is being that banker and managing or viewing, reviewing, monitoring the business that you have just sold. We discussed this and more here the AWG Crossroads program. I'm Carey Berger and thank you