

Brooks Pierce Partner Mark Davidson Presents at 75th Annual Symposium for North Carolina Association of CPAs

November 17, 2014



Brooks Pierce partner [Mark Davidson](#) was a presenter at the 75th Annual Symposium for the [North Carolina Association of CPAs](#) held at the Grandover Resort & Conference Center on November 17-19, 2014. This year's conference attendees consisted of more than 900+ partners, owners, presidents and vice presidents of finance, CEOs, directors of finance, and CPA/attorneys.

Mark's presentation was entitled "Sale of a Business - It's the Net That Counts" and discussed that a great tax advisor maximizes the net proceeds from a sale of a business by minimizing the income taxes. He first discussed the role the tax advisor should play in each stage of the sale process and followed up by highlighting the structuring opportunities and pitfalls that can have a huge impact on the "net" but that are often missed. Those issues were addressed in the context of C corporations, S corporations, and partnerships.