

# Preparing Your Business and Family for a Transition or Sale



**An educational workshop for business owners, attorneys, accountants, and financial advisors. Attendees will learn about determining a company's value, maximizing and protecting its value, finding an outside buyer and transferring ownership to the next generation while minimizing taxes.**

## **Four convenient dates and locations**

St. Louis, MO - 10/11 • Columbia, MO - 10/18

Overland Park, KS - 10/27 • Springfield, MO - 11/2

## **Sponsored by**



**LATHROP & GAGE LLP**

**4.0 CLE/CPE/CE credits available for professional advisors**

*Strictly confidential and nonobligatory*

# five ways to register



**Call:** 913.897.3599



**Email:** info@AlliedBizGroup.com



**Fax:** 1.888.857.0169



**Online:** www.AlliedBizGroup.com/events



**Mail:** Allied Business Group, Inc.  
7007 College Blvd., Suite 400  
Overland Park, KS 66211

## Preparing Your Business and Family for a Transition or Sale

Send registration form with payment to Allied Business Group, Inc.  
7007 College Blvd., Suite 400 • Overland Park, Kansas 66211

Questions: Call 913.897.3599 or email info@AlliedBizGroup.com  
Cancellation Policy: No refunds granted after October 1, 2011. A colleague may attend in your place.

### Date (select one) • Workshop time 11:30 am - 4:00 pm

October 11 • St. Louis, MO

October 18 • Columbia, MO

October 27 • Overland Park, KS

November 2 - Springfield, MO

1st Attendee Name

2nd Attendee Name

Company Name

Confidential Address

City/State/Zip

Email

Telephone

**Payment:** \_\_\_\_\_ **\$40 per attendee**

\_\_\_\_\_ Add \$89 to receive 4.0 Continuing Education credits

Enclosed is \$\_\_\_\_\_ payable to "Allied Business Group, Inc."

Name as it appears on credit card

Expiration date

Credit card #

Billing zip code

Circle one:



# about our workshop

Exit planning is both an inevitable and necessary component of every family business enterprise. Whether you're transitioning from one generation to the next or selling the business to an outside buyer, there are foundational structures and thought processes that can enhance the likelihood of a positive and productive change. This workshop will explain proven strategies for success from the distinct vantage points of a business appraiser, business intermediary, an estate planning attorney, and an executive coach and culture strategist.

Attorneys, accountants, and financial advisors will also benefit from this program, which highlights new developments and latest practice trends.

*All attendee information will remain strictly confidential. Attendees will be identified only by first names.*

## When and Where

Four locations and dates are being offered to accommodate your schedule. Seating is limited to 25 attendees at each event.

### Tuesday, Oct. 11th

#### St. Louis, MO

Fleming's Prime Steakhouse  
& Wine Bar  
1855 S. Lindbergh Blvd  
St. Louis, MO 63131

### Tuesday, Oct. 18th

#### Columbia, MO

Sophia's  
3915 S. Providence Rd  
Columbia, MO 65203

### Thursday, Oct. 27th

#### Overland Park, KS

Johnson County  
Community College  
12345 College Blvd  
Overland Park, KS 66210

### Wednesday, Nov. 2nd

#### Springfield, MO

Touch Restaurant  
1620 E. Republic Rd  
Springfield, MO 65804

## Registration Fee

\$40 per attendee (includes lunch)

Add \$89 to receive 4.0 Continuing Education credits

## Continuing Education Credits

Four (4.0) hours of CLE/CPE/CE credit for attorneys, CPAs, and CFPs in Kansas and Missouri is available.

*Learn 7 tips to increase and protect the value of your business at [www.AlliedBizGroup.com/increase](http://www.AlliedBizGroup.com/increase)*

*The Kansas Small Business Development Center Network is funded in part through a cooperative agreement with the U.S. Small Business Administration and the Kansas Department of Commerce.*



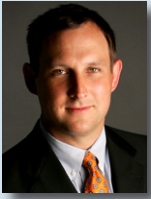
## Benefits for You

- Learn how to maximize and protect the value of your business
- Hear proven techniques on how to prepare a business for sale
- Ask questions about issues critical to your business exit plans
- Hear our advisors' perspectives on best practices when exiting a business
- Take home a workshop manual citing key exit planning strategies and solutions

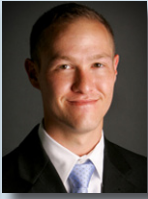
# schedule at a glance

- 11:00** Check in
- 11:30** Lunch
- 12:00** **What is Your Company Worth and Ways to Increase its Value**  
– *David Holzman, Chief Operating Officer*  
*Allied Business Group, Inc.*
- Why a business valuation is a critical element to any exit strategy
  - Understanding the process of valuing a privately held business
  - Business valuation issues in today's economic climate
  - Understanding business valuation approaches: market, income and asset
  - When are valuation discounts applicable and how they are calculated
- 12:50** 10 minute break
- 1:00** **How a Controlled Process Can Maximize Proceeds from a Business Sale**  
– *Tim Skarda, President*  
*Allied Business Group, Inc.*
- Preparing your business for sale before going to market
  - Understanding buyers: individuals, private equity and strategic acquirers
  - How the best buyers can compete while maintaining confidentiality
  - Third party financing options and structures for acquirers
  - Timing the sale: internal and external factors to consider
- 1:50** 10 minute break
- 2:00** **Nothing Succeeds Like a Business Succession Plan**  
– *Amy DeGraeve, Bennett Keller, Doug Nickell, Scott Malin*  
*Lathrop & Gage, LLP*
- Perspectives of business succession planning
  - Overview of exit strategies
  - Legal considerations for the sale of a family owned business
  - Valuation of the closely held business
  - What are Buy-Sell Agreements and how to utilize them
- 2:50** 10 minute break
- 3:00** **The Human Side of Business Transitions**  
– *Lidia Young, LSCSW*  
*The Rethink Consortium*
- Addressing concerns of the stakeholders
  - Developing a strong management team
  - Leaving a legacy
- 3:50** Private Q & A: Our presenters will stay until your questions are answered

# speaker bios



*Tim Skarda*



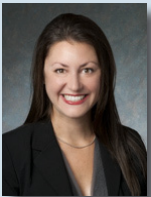
*David Holzman*



[www.AlliedBizGroup.com](http://www.AlliedBizGroup.com)

Tim Skarda is President and Founder of Allied Business Group, Inc., a mergers and acquisitions and business valuation firm in Overland Park, Kansas. Tim has assisted with and completed over one hundred business sale transactions in a wide range of industries including: manufacturing, distribution, retail, construction, healthcare, and business services. Tim has also assisted with hundreds of business valuation reports ranging from small, sole proprietorships to corporations in excess of \$100 million in enterprise value. Tim received a bachelor's degree in business administration and an MBA in finance from the University of Kansas.

David Holzman is Chief Operating Officer of Allied Business Group, Inc. David has closed a number of transactions involving businesses in manufacturing, distribution, healthcare and information technology sectors. He manages all areas of Allied's M&A process, from buyer support through due diligence management. Additionally, David has completed business valuations for purposes as diverse as business exit planning, gift and estate tax, charitable contributions, marital dissolution, shareholder disputes and lost profits. David graduated from the University of Kansas with two bachelor's of science degrees in accounting and finance, and is also a 2012 Level III CFA Candidate.



*Amy DeGraeve*



*Bennett S. Keller*

## LATHROP & GAGE<sup>LLP</sup>

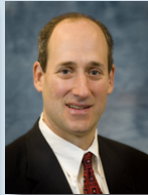
[www.LathropGage.com](http://www.LathropGage.com)

Amy DeGraeve is an associate in the Wealth Strategies Department at Lathrop & Gage, LLP, and concentrates her practice in estate planning, business matters, and probate. She earned her Juris Doctor and Master of Law degrees from the University of Missouri-Kansas City.

Bennett Keller serves on the Executive Committee at Lathrop & Gage, LLP, and concentrates his practice in estate planning, probate, general business, corporate law, and succession planning. He earned his Juris Doctor from the University of Missouri-Columbia, is an Adjunct Professor at the Washington University School of Law, and has published articles in the *Journal of Taxation*, *Estate Planning*, and the *St. Louis Business Journal*.



*Doug R. Nickell*



*Scott H. Malin*

Doug Nickell is experienced in all aspects of trust and estate planning and has represented numerous families and individuals

in structuring estate and succession plans that meet their personal needs. He earned his Juris Doctor from the University of Missouri-Columbia and is a frequent lecturer for the Missouri Bar and the University of Missouri continuing legal education programs on trust and estate planning issues.

Scott Malin is a member of the Wealth Strategies practice area at Lathrop & Gage, LLP, and practices in the areas of estate planning, business succession planning, probate, taxation, charitable planning, and general business law. He earned his Juris Doctor at the Washington University School of Law, where he is currently an Adjunct Professor. Scott is a frequent lecturer for various organizations including the Missouri Bar and the Bar Association of Metropolitan St. Louis and has authored articles for such publications as *Estate Planning*, the *Journal of Taxation*, the *St. Louis Bar Journal*, *Probate & Property*, and *Practical Tax Strategies*. He is also a member of the American College of Trust and Estate Counsel.



*Lidia Young, LSCSW*



[www.ReThinkConsortium.com](http://www.ReThinkConsortium.com)

Lidia Young is a Clinical Social Worker (psychotherapist) who has focused on coaching leaders in business environments for the past 15+ years. She has worked with executives and teams in entrepreneurial businesses and family enterprises, as well as Fortune 500 companies. Lidia is a seasoned facilitator with many years of consulting experience with hundreds of high level managers including CEOs, Presidents, VPs, Directors and their management teams. A holistic professional—clinically trained—she has a track record of significantly and consistently increasing individual performance as well as team cohesiveness and effectiveness.