

# Exit Planning for the Family Business

Navigating Opportunities and  
Risks in Uncertain Times



**A half-day educational workshop for business owners, attorneys, accountants and financial advisors. Attendees will learn about: determining a company's value, transferring ownership to the next generation, finding an outside buyer and deferring taxes on a sale.**

**Select from five convenient dates and three locations**

Town Center, Leawood, KS • 4/21, 5/6

Power & Light, Downtown KC • 4/27, 5/14

Springfield, MO • 5/19

**BRISTOL**  
SEAFOOD GRILL

**Sponsored by**

Allied Business Group, Inc. • Vold & Morris, LLC • Insurance Designers of KC

*Strictly confidential and nonobligatory*

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

# four ways to register



**Call:** 913.897.3599



**Email:** info@AlliedBizGroup.com



**Fax:** 1.888.857.0169



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

## Exit Planning for the Family Business Navigating Opportunities and Risks in Uncertain Times

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 April 14, 2010. A colleague may attend in your place.

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

- April 21 • Leawood, KS     April 27 • Downtown KC     May 6 • Leawood, KS  
 May 14 • Downtown KC     May 19 • Springfield, MO

1st Attendee Name

2nd Attendee Name

Company Name

Confidential Address

City/State/Zip

Email

Telephone

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

\_\_\_\_\_ Add \$59 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:



Lunch - circle one per attendee

Filet Mignon • Atlantic Salmon • Grilled Chicken • Maryland Crab Cakes

# about our workshop

Our half-day workshop, presented by four local advisors, will provide you with a unique perspective on exiting a business. From the distinct vantage points of a business appraiser, business intermediary, business-tax attorney and insurance advisor, business owners and their families will gain insight into the exit planning process.

Attorneys, accountants and financial advisors who practice in the corporate, estates and trusts, taxation, family law or real estate areas will also benefit from this program, which highlights the new developments and latest practice trends.

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

## When and Where

### The Bristol Seafood Grill and Touch Restaurant

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

**BRISTOL**  
SEAFOOD GRILL

#### Wednesday, April 21st

##### Leawood, KS

Town Center Plaza  
Bristol Seafood Grill  
5400 W. 119th Street  
Leawood, KS 66209

#### Tuesday, April 27th

##### Downtown KC

Power & Light District  
Bristol Seafood Grill  
51 E. 14th Street  
Kansas City, MO 64106

#### Thursday, May 6th

##### Leawood, KS

Town Center Plaza  
Bristol Seafood Grill  
5400 W. 119th Street  
Leawood, KS 66209

#### Friday, May 14th

##### Downtown KC

Power & Light District  
Bristol Seafood Grill  
51 E. 14th Street  
Kansas City, MO 64106

#### Wednesday, May 19th

##### Springfield, MO

Touch Restaurant  
1620 E. Republic  
Springfield, MO 65804

## Registration Fee

\$40 per attendee (includes lunch)

Add \$59 to receive 4.0 Continuing Education credits

## Workshop Time

11:30 am - 4:00 pm

## Continuing Education Credits

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

# schedule at a glance

11:00 Registration

11:30 Lunch

12:00 **What is Your Company Worth and Ways to Increase its Value**

- Kelly Skarda, Certified Business Appraiser  
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
- Top 5 value drivers - how they affect the value of a company
- Understanding business valuation approaches: market, income and asset
- When are valuation discounts applicable and how are they calculated

12:50 10 minute stretch break

1:00 **How a Controlled M&A Process Can Maximize Proceeds from a Sale**

- Tim Skarda, Certified Business Intermediary  
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 stretch break

2:00 **Saving Taxes With Smart Business Succession Planning**

- Seamus P. Smith, Business, Estate, and Tax Attorney  
Vold & Morris, LLC

- Basic tax and legal considerations for a business sale
- Overview of exit strategies from a tax and legal perspective
- Methods for transferring a family business without incurring estate or gift tax
- Techniques for minimizing or eliminating state income tax on the sale of a business

2:50 10 minute stretch break

3:00 **Insurance Concepts and Tools for Business Exit Planning**

- Insurance Designers of Kansas City

- Protecting your most important asset - your business
- Understand the importance of a funded buy-sell agreement
- Tools to help fund the internal sale of a business
- Life insurance - a fund and a hedge for business owners
- Disability insurance - an overlooked tool that can protect the family business

3:50 Private Q & A: Our presenters will stay until your questions are answered

# speaker bios

Kelly Skarda leads Allied Business Group's business valuation and litigation services department. A Certified Business Appraiser (CBA) and Accredited Senior Appraiser (ASA), she provides business valuations for clients nationwide, in industries ranging from manufacturing and distribution to construction and healthcare. Kelly has also testified as an expert witness in several court cases, both to support her valuation reports and evaluate the reports of other professionals. Kelly graduated magna cum laude with a bachelor's degree in finance from Kansas State University and earned her MBA in finance from the University of Missouri at Kansas City.



Tim Skarda is President and Founder of Allied Business Group, Inc., a mergers and acquisitions and business valuation firm in Overland Park, Kansas. Accredited as a Certified Business Intermediary (CBI) by the International Business Brokers Association (IBBA), Tim has successfully completed numerous business sale transactions throughout the Midwest. Tim received a bachelor's degree in business administration and an MBA in finance from the University of Kansas. He is an active member of the Association for Corporate Growth (ACG) and the International Business Brokers Association.

Seamus P. Smith, an attorney with Vold & Morris, LLC, uses an array of estate, business and tax planning strategies to help clients protect their business as well as family wealth. Seamus received a bachelor's degree in Business Administration from Benedictine College, a Juris Doctor from the University of Kansas School of Law and an LL.M. in Taxation from the University of Missouri-Kansas City School of Law. Seamus is of counsel to the tax and estate planning firm of Newbery, Ungerer & Hickert LLP and an adjunct teacher of business and tax law at Benedictine College.



Insurance Designers of Kansas City has an experienced team of Broker Managers with over 90 years of combined experience in the financial services industry. Their team strives to provide superior product, service and sales support to independent life insurance and financial service producers who seek a quality relationship based on trust, integrity, and a sincere interest in mutual success. Insurance Designers provides pre-sale and point-of-sale assistance in planning for estate, business and compensation packages. They will also act as the liaison for the underwriting process as well as the service office for the life of the policy.

## benefits for you

- Learn how to increase 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
- Network with a broad range of business and financial advisors
- Hear our advisors' perspectives on best practices when exiting a business
- Take home a workshop manual citing key legal and tax authorities