

# HOW TO BUY OR SELL A BUSINESS

## Program Details

The “silver tsunami” of retiring Boomer business owners is in full force, while, at the same time, Gen X and the Millennials are seeking opportunities to enter the entrepreneurial space. Whether you’re seeking to buy or sell a business, this conference will prepare you to successfully navigate the process as well as connect with experts who can assist you throughout all phases of the transition.

## Topics Include

- First Steps to determine whether to buy or sell a business
- Maximize value of your business
- Market your business and how to find a business for sale
- Form a Transition Team to help you buy/sell
- Create a Transition Plan to keep you on track for success
- Basics of valuation, due diligence and financing
- Implications for tax, retirement & estate planning
- Keys to successfully transitioning a business to new ownership
- Post-acquisition planning, change management, and company culture

## Speakers

### MI-SBDC Presenters

- Brooks Kindel, MBA
- Kathy Miller, PHR, CPLP
- Kristi Kozubal, ESQ.
- Michael Gay, MBA CFP®

### Panelists TBD

- Small Business Owner
- Valuation Expert
- Lender/Investor
- Attorney/M&A Advisor

## Details

When: Wednesday, October 25, 2018  
Registration opens at 8:30 AM  
Workshop begins at 9:00 AM and ends at 2:30 PM

Where: Midland Tomorrow Innovation Center  
3417 W. Main St.  
Midland, MI 48640

Cost: \$75.00 \*\*\*\$50 for Chamber Members. Enter discount code PARTNER50!\*\*\*

Register: **Preregistration is required for this event. Call (616) 331-7370 or visit <http://www.sbdcmichigan.org/training> (search by zip code: 48640) to register**

Conference Sponsored by:

