

What Every Boomer Business Owner Needs To Know About Business Transition.

(Before it's too late.)

"The looming mass exodus of baby boomer business owners could make the last recession look like a walk in the park."

If 2 or more of these apply to you, then you should attend this seminar:

- ✓ You are the majority shareholder in a company.
- ✓ You are over the age of 50.
- ✓ You are expecting your business to supplement or be the primary source of your retirement income.
- ✓ You have more than five employees.
- ✓ Your daily presence is required for the business to run smoothly.
- ✓ You'd like your business to survive beyond the time when you are ready to exit.
- ✓ You'd like to make sure your loyal employees aren't left without jobs should you die prematurely or become disabled.
- ✓ You'd like to grow your business to maximize it's value in the next 3 -10 years.
- ✓ You'd like to take more money out of your business now to diversify your investments.
- ✓ You'd like to plan for a smooth transition of ownership to a trusted employee or family member.

Important questions you need to ask:

- What happens to my business, my employees and my suppliers when I decide to sell but haven't made plans well in advance to do it?
- What happens to me if I'm unable to sell the business for what I think it's worth, or maybe unable to sell it at all?
- What resources are out there that could help me maximize business value and prepare me to sell my company so that I get the dollars I want in return for my years of toil and risk?
- What will happen to the economy and my business when millions of businesses come up for sale – all at once?
- If only a small percentage of businesses that go up for sale actually get sold, what happens to all the others? What happens to the owners, the clients, the employees, and the suppliers?
- If there are millions of businesses for sale, how do I as an individual owner make my business stand out and attract prospective buyers so I'm more likely to be the one that gets chosen?
- Is there a step-by-step formula for success in selling a business that could help me avoid many of the pitfalls and losses while leveraging my company to increase its value?
- How can I make a plan to prepare myself and my business so I transition on purpose instead of by default or foreclosure?
- What options do I have if I don't want to sell my business but do want to slow down?

You Will Make Better Decisions When You Discover:

- 5 statistics every entrepreneur should know and how they will impact your future.
- The 3 most likely causes of business transition failure and how to avoid them.
- Why most businesses will never be sold and how you can improve your chances.
- Three excuses for not having a plan and how to overcome them.
- Why most business owners won't be able to retire on the proceeds of their business and how to make sure it doesn't happen to you.
- 8 questions you should be asking your advisors but probably aren't.
- How most entrepreneurs are dealing with the transition of their business and why it almost guarantees they will fail.
- How starting the process of transitioning your business 5-10 years before you want to sell it can increase its value by hundreds of thousands – maybe even millions of dollars.
- How to ensure you do everything possible to make your business transition successful.

“Right now, more than 70 percent of business owners are thinking about selling their business but most have no idea how to do it.”

For great free stuff – videos, audio recordings, interviews, articles, white papers and links to other resources, go to www.TheBusinessTransitionCoach.com

About the Speaker

- Wayne Vanwyck is a successful serial entrepreneur and a best-selling author.
- In the year 2000, he was diagnosed with a degenerative muscle disease that forced him to rethink his business and his life twenty years earlier than he had intended.
- In 2008 he took a six-month sabbatical with his wife, drove 35,000 km around North America in a RV and interviewed entrepreneurs who had sold their business.
- He's on a mission to help owners begin the process of transitioning their business to avoid the embarrassment, grief, disappointment and financial pain inherent in leaving the future up to chance.
- At this breakfast workshop, you'll receive a copy of his new book, *The Business Transition Crisis: Plan Your Succession Now and Beat the Biggest Business Selloff in History* as well as a workbook and audio CD.



Location: **Langdon Hall**,
1 Langdon Drive, Cambridge, ON
<http://www.langdonhall.ca>

Date: **March 29, 2011**

Time: Breakfast at 7:45,
Meeting from **8:30 – 11:00**

Fee: **\$129 plus tax**

To register or for more information, **please call** 519-894-4748 ext 305 or go to www.TheAchievementCentre.com - Events