

# 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 six convenient dates and locations

Overland Park, Kansas - 9/15 • Horton, Kansas - 9/28  
Pittsburg, Kansas - 10/7 • Wichita, Kansas - 10/12  
Overland Park, Kansas - 10/21 • Salina, Kansas - 10/26



Sponsored by



*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.*

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

*Strictly confidential and nonobligatory*

# 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 September 10, 2010. A colleague may attend in your place.

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

- Sept. 15 • Overland Park, KS     Sept. 28 • Horton, KS     Oct. 7 • Pittsburg, KS  
 Oct. 12 • Wichita, KS     Oct. 21 • Overland Park, KS     Oct. 26 • Salina, KS

\_\_\_\_\_  
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:



# about our workshop

Exit planning is both an inevitable and necessary component of every family business enterprise. Whether you're transitioning ownership 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, business-tax attorney and family business psychologist.

Attorneys, accountants and financial advisors 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

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

### Wednesday, Sept. 15th

Overland Park, KS

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

### Tuesday, Sept. 28th

Horton, KS

The Blue Building  
Horton Community Center  
716 1st Avenue West  
Horton, Kansas 66439

### Thursday, Oct. 7th

Pittsburg, KS

Crestwood Country Club  
304 W Crestview Ave.  
Pittsburg, KS 66762

### Tuesday, Oct. 12th

Wichita, KS

Yia Yia's Restaurant  
8115 E. 21st Street North  
Wichita, KS 67226

### Thursday, Oct. 21st

Overland Park, KS

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

### Tuesday, Oct. 26th

Salina, KS

Salina Country Club  
2101 E. Country Club Rd.  
Salina, KS 67402

## Registration Fee

\$40 per attendee (includes lunch)

Add \$59 to receive 4.0 Continuing Education credits

## 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.

## 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
- Hear our advisors' perspectives on best practices when exiting a business
- Take home a workshop manual citing key legal and tax authorities

# schedule at a glance

**11:00** Registration begins

**11:30** Lunch

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

- Louis To, Financial Analyst  
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 break

**1:00** **How a Controlled Process Can Maximize Proceeds from a Business 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 break

**2:00** **Succession Success**

- Garrett L. Griffin and Jason M. Salinardi  
Business, Estate & Tax Planning Attorneys  
BridgeBuilder - Plans for Life

- Overview of transfer and exit strategies of family owned businesses to family members and 3rd parties
- Nuts + Bolts of Buy-Sell Agreements
- Anatomy of a sale - tax and legal considerations for the sale of a family owned business
- Methods for transferring the family owned business to the next generation without incurring estate or gift taxes
- Learn 5 techniques for a smooth transition

**2:50** 10 minute break

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

- Clemens H. Ast and Dr. John Simmering  
Legasus Group, LC

- The importance of clarifying the Family Business Vision and desired legacy
- Understanding the emotional and psychological issues of transitions
- The guiding hand of "good governance"
- Aligning the transition plan with knowledge of assumptions and expectations
- "What Now" and "What's Next"

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

# speaker bios



*Tim Skarda*



*Louis To*



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.

Louis To has assisted in appraising a variety of businesses in retail, manufacturing, business services, insurance and pharmaceutical industries. He earned a Bachelor of Science in finance with a concentration in International Business from the University of Kansas. His studies provided him with valuable analytical skills that assist in his valuations. He is a member of the Institute of Business Appraisers.



*Jason Salinardi*



*Garrett Griffin*



Jason M. Salinardi and Garrett L. Griffin are co-founders of BridgeBuilder - Plans

for Life, a business, tax and estate planning practice in Lenexa, Kansas. BridgeBuilder has developed Succession<sup>Plan+</sup>, a proactive, comprehensive process to assist and advise

family business owners with the planning necessary to ensure a smooth transition to the next generation or the sale to someone outside the family unit. Jason earned a B.S. and Master's in Accountancy from the University of Missouri-Columbia, a Juris Doctor from the University of Missouri-Columbia, and an LL.M. in Taxation from the University of Missouri-Kansas City. Garrett earned a B.S. in Business Administration from William Jewell College, and a Juris Doctor and LL.M. in Taxation from the University of Missouri-Kansas City.



*Clemens Ast*



*John Simmering*



Clemens H. Ast is the CEO and founder of Legasus Group.

He has been a pioneer in applying the theories and practices for the successful transitions and growth of family business enterprises. His knowledge

and experience relating to good governance, strategic thinking and change processes, mentoring, and coaching with multiple generations has positively impacted numerous family firms for more than 30 years.

Dr. John Simmering, PhD. is President of Legasus Group and brings significant understanding and experience to the family business field. His 30-year professional career includes work in family systems, change management, communications improvement, team building and executive development. John has worked extensively with addictions and their impact on family enterprises. In addition, he is the co-author of CAP (Capability Awareness Profile), a self-efficacy assessment program that is utilized internationally.