Allied BUSINESS GROUP
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ksbdc
kansas small business development center
Growing Kansas Entrepreneurs

Online Webinar Presentation

What is Your Company Worth and Ways to Increase its Value

Two Options for Class Sessions:

Tuesday, March 8th • 1:30pm - 2:30pm
Wednesday, March 16th • 1:30pm - 2:30pm

Session Topics

- 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

How a Controlled Process Can Maximize Proceeds from a Business Sale

Two Options for Class Sessions:

Wednesday, March 9th • 1:30pm - 2:30pm
Thursday, March 17th • 1:30pm - 2:30pm

Session Topics

- Preparing your business for sale before going to market
- Understanding differences in 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

Tim Skarda

Presenter Bio

Tim Skarda • President, Allied Business Group, Inc.

Accredited as a Certified Business Intermediary (CBI) by the International Business Brokers Association (IBBA), Tim has successfully completed business sale transactions in a wide range of industries, including manufacturing, wholesale distribution, healthcare, construction and business to business services.

Allied Business Group specializes in mergers and acquisitions, corporate finance and business valuations for privately held companies. Based in Overland Park, Kansas, they help their clients buy, sell and value companies. For more information about business valuations or the sale process, please visit www.AlliedBizGroup.com

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