**COMPREHENSIVE SEMINAR AGENDA**

5:30pm - 6:00pm  REGISTRATION

6:00pm - 6:15pm  OVERVIEW OF SEMINAR AGENDA
- Introductions
- Who is TABB?
- Focus of Presentation

6:15pm - 6:45pm  THE ART OF BUYING AND SELLING
- How to qualify a business owner as a Seller
- How to make the Seller comfortable with you as a Buyer
- Managing the buying process with a Seller
- How to use the Seller after the sale

6:45pm-7:15pm  VALUING A BUSINESS-FACTS AND MYTHS
- Be able to identify common valuation methods
- Understand different levels of earnings and how they impact value (EBITDA, Discretionary Earnings, Adjusted Pretax & After-tax Earnings, Free Cash Flow)
- Learn how market multiples work and where to find sources of data
- Understand the benefits and pitfalls of Rules of Thumb
- Know where to find qualified appraisers

7:15pm - 7:30pm  BREAK - MEET THE DEALMAKERS

7:30pm - 8:00pm  TRANSACTION LEGAL CONCERNS
- Legal structure. Do I incorporate?
- Escrow and Closing
- Legal due diligence Key elements of the purchase agreement

8:00pm - 8:30pm  FINANCING THE ACQUISITION
- Overview of the SBA Loan Program
- Using tax deferred funds to buy a business

8:30pm - 9:00pm  QUESTION AND ANSWER SESSION
- Seminar Presenters

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About the Speakers

Doug Ashby - Moderator | Doug Ashby is an active business broker affiliated with Certified Business Brokers, he has been helping men and women value and buy & sell privately held businesses and commercial real estate in the Houston area & Southeast Texas for more than 10 years.

Dominick Caravella, III | Dominick Caravella, III is the president of Del Lingco International, Inc. He is a noted and experienced Business Broker, a former radio and television business commentator and magazine publisher. Having been licensed by the Texas Real Estate Commission in the mid 1970’s, Dominick became an independent Business Broker specializing in the sale of small and mid-sized businesses. In 1981, he joined Del Lingco Business Brokers as a Business Broker and purchased Del Lingco in October, 1985.

Jeffrey Jones | Jeffrey Jones is a nationally recognized Business Appraiser and Business Broker and has earned senior level professional designations from national associations representing the appraisal and brokerage industry. As President of Certified Appraisers, Inc. he manages the firm’s multidisciplinary appraisal practice, which includes valuation of businesses, machinery & equipment and real estate. He frequently testifies in depositions and courts of law as an expert witness on business valuation matters. As President of Advanced Business Brokers he and his staff have been involved in the sale of over 1,000 businesses since 1979.

Ted A. Cox | Ted Cox graduated from Florida State University in 1978 and graduated summa cum laude from South Texas College of Law in 1981. He is licensed in all Texas State Courts, U.S. District Court, Southern District of Texas, and U.S. Court of Appeals, Fifth Circuit. He is a member of the State Bar of Texas and its Litigation, Real Estate, Probate Trusts, Torts and Compensation sections. He has been in private practice in Houston, Texas since 1981. His law practice includes the handling of business sales & acquisitions, real estate transactions, civil litigation and commercial transactions.

Bruce Hurta | Bruce Hurta has been integrally involved with SBA lending since 1994, when he opened Independence Funding Company's office in Houston. In July 2009, he joined Members Choice Credit Union as Business Lending Manager to inaugurate the SBA Lending Program. Bruce’s 30 year career in finance includes regulatory experience with the Texas Banking Department, executive bank management in two community banks, along with commercial and SBA lending experience. He is active in the commercial realtor and business brokerage communities, along with various business/industry organizations.

Suzy Ganger | Suzy Ganger is the National Business Development Officer for DRDA, PC’s Business Owner’s Retirement Savings Account (BORSA) plan. The BORSA plan is a structure that allows individuals to access money in their qualified retirement plan(s) in order to purchase a business WITHOUT taxes or penalties. She is an Associate Member of Texas Association of Business Brokers, International Business Brokers Association, Houston Association of Government Guaranteed Lenders, and serves on committee for the National Association of Government Guaranteed Lenders.

Tuition: Base fee $45 per attendee payable in advance to TABB. Seminar fee for “Walk-In” attendee - $60.

Discount: Multiple Registrations: Two or more from same organization may attend at a reduced registration price of $35 per person. Discounts may not be used in conjunction with each other.

Written Materials: Attendee will receive a copy of the seminar presenters’ material at the seminar sessions.

Transfer / Substitutions: If you are unable to attend your session, you can send a substitute in your place.

Cancellations: Written notice of cancellation received by sponsor seven (7) or more business days prior to seminar date: Full refund less $10 service charge. Registrations canceled in writing less than seven (7) business days prior to seminar: 50% refund.

REGISTRATION FORM

(This form may be duplicated for additional registrations)

Attendee (please print)

Full Name: ____________________________________________________________

Company: _____________________________________________________________

Address: _________________________________ City: ____________________ State: ____ Zip: _______

Phone: ________________  Fax: ________________  Email: ______________________________________

Additional Attendee Full Name  (if applicable): ____________________________________________________________

Spouse Full Name (if applicable): ____________________________________________________________

Fees (per person)

☐ Single Registration - $45  ☐ Multiple Registrations (2 or more) - $35  ☐ Spouse of Registrant - $20  ☐ Walk-in Registrant - $60

Payment Method* (payable to Houston TABB)

☐ Check  ☐ MasterCard  ☐ Visa  ☐ Amex  *credit cards will not be accepted for walk-ins

Credit Card #: _______________________________ Expiration Date: _____________________________

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Payment must accompany registration form. Reservations will be confirmed by email or fax. Send completed registration forms via fax to: 972-717-7400, e-mail: admin@tabb.org, or mail to: TABB - 909 Lake Carolyn Parkway, Suite 320, Irving, TX 75039

For more information on the seminar, please call TABB at 972-717-3500 x226