



Be smart with your money in buying or selling a small business!

This 2-topic program focuses on key issues in purchasing or selling your business. If you're thinking about a new start up, first think about existing businesses for sale, and research their past success – why build from scratch if you can buy something solid? If you're looking to sell an existing business, you must know how to determine the value of your business, and know why buyers buy.

SEMINAR Date, Time, Location

Thursday, January 29, 2009

5:30 – 8:30 pm

REDFIELD Campus, 18600 Wedge Parkway, Nell J Redfield Bldg A, Room 230

WHAT'S INCLUDED in \$25 Fee

There is a \$25 materials fee that covers reproduction costs of your 150-page document, "***Pricing a Small Business for Sale***", in addition to a Microsoft Excel ***Business Buyer's and Seller's Workbook*** with 8 worksheets. Also included are:

- User's Manual for the Business Buyer's Offering Price Calculator
- Financial statement analysis and recasting instruction manual
- Sample version of a business broker's *Confidential Business Review (CBR)*
- Deal structuring instruction manual

NV Small Business Development Center
College of Business/0032
University of Nevada, Reno
Reno, NV 89557-0032

Nevada Small Business Development Center

The Business Assistance Network



DREAM JOBS: How to Buy Them or Sell Them

**January 29, 2009
5:30 – 8:30 PM**

**Redfield Campus
Reno, NV**



College of Business
University of Nevada, Reno

DREAM JOBS: How to Buy or Sell Them

Register on-line at www.nsbdc.org (and click on training calendar!)

ABOUT YOUR PRESENTERS

Toby Tatum earned a Master's Degree in Business Administration from San Francisco State University. As an entrepreneur, Toby bought a restaurant which employed 11 people grossing \$300,000 per year in sales revenue. He built the company to a chain of six restaurants, employing 275 people, including 22 salaried managers with annual gross sales of \$9 million. Toby sold his company in 1995 and relocated to Northern Nevada where he became a business broker and business appraiser. He is one of only four Certified Business Appraisers in Nevada. Toby has published two books: *Anatomy of a Business Purchase Offer: Step-by-Step Instructions for Preparing a Successful Offer* and *Transaction Patterns: Obtaining Maximum Knowledge from the Bizcomps Database*.

Bob Bruns has an engineering degree and an MBA. He has been a business broker and appraiser for four years and in the prior 20 years of executive experience worked at several small to mid-sized high tech firms. He has worked on both ends of the acquisition business, steering transactions from \$100K to over \$87mm. He is a member of the Institute of Business Appraisers (life member) and the International Business Brokers Association and has offices in both Reno, Nevada and Fair Oaks, California. He is the holder of 13 U.S. patents and is licensed as a broker in both Nevada and California.

AGENDA ITEMS

Buying a Business:

- How to find businesses that are for sale
- How to determine what a business is worth
- How to get business acquisition financing
- Where to get *free* professional management consulting regarding the purchase of a business
- The advantages of buying an existing business versus starting a new business from scratch
- The dark side of starting a franchised business that franchisors will never tell you
- Why 80% of small and midsized businesses for sale never sell
- How to work with business brokers and what to expect from them

Selling a Business:

- Determining the value of your business
- Why do buyers buy?
- Planning the sale
- The prospecting process
- All about buyers

Class is limited to available seating. Make a reservation using this registration form or by logging on to www.nsbdc.org. Refunds will be granted only if a 48 hour notice is provided.

The Nevada Small Business Development Center is funded in part through a cooperative agreement with the U.S. Small Business Administration. All opinions, conclusions or recommendations expressed are those of the author(s) and do not necessarily reflect the views of the SBA. Reasonable accommodations for persons with disabilities will be made if requested at least two weeks in advance.

REGISTER by mail, fax, phone, e-mail or on-line at www.nsbdc.org

Send complete information with payment. Must cancel 48 hours in advance to receive a refund.

DREAM JOBS – How to Buy Them or Sell Them - \$25 – Includes refreshments

Name: _____
Company: _____
Address: _____ City: _____ State: _____ Zip: _____
Phone: _____ Fax: _____ Email: _____
Method of payment: (circle one) **VISA** **MasterCard** **AMEX** **Check** **PO**
Card #: _____ Exp. Date: _____
Signature: _____ Date: _____ Total Amount: \$ _____

Make checks payable to the Board of Regents

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