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# HOW TO BUY OR SELL A BUSINESS WORKSHOP

Join us as Michigan Small Business Development Center presents How to Buy or Sell a Business Workshop. Consultants and industry experts will share tips, tools, and tactics to help the success of your transaction and the subsequent transition process.

Includes Q&A,  
Lunch, Networking  
and a Panel Discussion  
with Industry Experts

*Presenters Will Cover Topics Including...*

- Transition Planning
- Intermediaries
- Valuation
- Due Diligence
- Financing
- Post-Acquisition Planning
- Change Management
- Maximizing the Value of your Business
- ...and more!



## What is the Workshop?

How to Buy and Sell a Business Workshop is designed to help small business owners learn what they need to know in order to properly buy or sell a small business. The Michigan SBDC has stepped up to provide impartial guidance and to be a trusted resource for entrepreneurs looking to maximize the value of their small business investment, whether buying or selling. Over 1,000 entrepreneurs have registered for a Michigan SBDC Buy/Sell Workshop in recent years, with almost 900 in attendance.

Together, buyers and sellers will discover:

- First steps in determining whether to buy or sell a business
- How to market your business and how to find a business for sale
- How to form a Transition Team of experts to help you buy or sell a business
- How to create a Transition Plan to keep you on track for success
- Post-acquisition planning, change management, and company culture
- Keys to successfully transitioning a business to new ownership
- The basics of valuation, due diligence, brokers, and financing
- How to maximize the value of your business
- Implications for tax, retirement, and estate planning

Ample time is provided for each topic, as well as allotting for networking, Q&A, a sponsored lunch, and finishing the afternoon with an engaging panel discussion.

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## When are the Workshops?

January 31, 2019	Northeast/Northwest Region - Boyne City
March 21, 2019	Southwest Region - South Haven
May 1, 2019	I-69 Trade Corridor Region - Flint
June 13, 2019	West Michigan Region - Grand Rapids
August 14, 2019	Mid-Michigan Region - Mt. Pleasant
October 16, 2019	Upper Peninsula Region - Marquette
October 21, 2019	Greater Washtenaw/Southeast Region - Livonia

