

four ways to register



Call: 913-897-3599



Email: info@AlliedBizGroup.com



Fax: 1-888-857-0169



Mail: Allied Business Group, Inc.
4800 College Boulevard
Leawood, KS 66211

Securities offered through Securities America, Inc. Member FINRA/SIPC, Ryan Poage, Registered Representative. Advisory Services offered through Securities America Advisors, Inc. an SEC Registered Investment Advisor, Ryan Poage, Investment Advisor Representative. Ryan Poage & Co., Allied Business Group, Vold & Morris, LLC, and the Securities America companies are unaffiliated.

Exit Planning for the Family Business

- Navigating Opportunities and Risks in Uncertain Times -

Send registration form with payment to Allied Business Group, Inc.
4800 College Boulevard • Leawood, KS 66211

Questions: Call (913) 897-3599 or email info@AlliedBizGroup.com

Cancellation Policy: No refunds granted after September 17, 2009. A colleague may attend in your place.

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

- September 24 - Leawood
- September 30 - KC North
- October 9 - Leawood
- October 13 - KC North

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 # _____ CVV/CVC# _____

Circle one:    

Lunch - circle one per attendee

Filet Mignon • Cilantro Salmon • Chicken Picatta • Oven-roasted Prime Rib

BULK MAIL
INDICIA

From business valuation to the closing table:
Exit Planning for the Family Business

Navigating Opportunities and Risks in Uncertain Times

Allied
BUSINESS GROUP
4800 College Boulevard
Leawood, Kansas 66211



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.


Four convenient dates to choose from

- September 24, 2009
- September 30, 2009
- October 9, 2009
- October 13, 2009

Workshop time
11:30 am - 4:00 pm

4.0
CLE/CE/CPE
credits available
for professional
advisors

Workshop at two KC metro locations

 Leawood • Town Center (9/24 and 10/9)
KC North • Zona Rosa (9/30 and 10/13)

Sponsored by
Allied Business Group, Inc. • Vold & Morris, LLC • Ryan Poage & Co.

Strictly confidential and nonobligatory

about our workshop

Our half-day workshop, presented by four local advisors, will provide you with a unique perspective on exiting a business. From the distinct vantage points of a business appraiser, business intermediary, business-tax attorney and financial advisor, business owners and their families will gain insight into the exit planning process.

Attorneys, accountants and financial advisors who practice in the corporate, estates and trusts, taxation, family law or real estate areas 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

Hereford House Restaurant –
Two locations and four dates are being offered
to accommodate your schedule.



| September 24, 2009 | September 30, 2009 |
|------------------------|----------------------------|
| Leawood | Kansas City North |
| Town Center Plaza | Zona Rosa |
| Hereford House | Hereford House |
| 5001 Town Center Drive | 8661 North Stoddard Avenue |
| Leawood, KS 66211 | Kansas City, MO 64153 |
| October 9, 2009 | October 13, 2009 |
| Leawood | Kansas City North |
| Town Center Plaza | Zona Rosa |
| Hereford House | Hereford House |
| 5001 Town Center Drive | 8661 North Stoddard Avenue |
| Leawood, KS 66211 | Kansas City, MO 64153 |

Registration Fee

\$40 per attendee (includes lunch)
Add \$59 to receive 4.0 Continuing Education credits

Workshop Time

11:30 am - 4:00 pm

Continuing Education credits

Four (4.0) hours of CE/CLE/CPE credit for attorneys, CPAs, insurance professionals and CFPs in Kansas and Missouri is available.

schedule at a glance

- 11:00** Registration
- 11:30** Lunch
- 12:00** **What is Your Company Worth and Ways to Increase its Value**
– Kelly Skarda, Certified Business Appraiser
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 stretch break
- 1:00** **How a Controlled M&A Process Can Maximize Proceeds from a 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 stretch break
- 2:00** **Saving Taxes With Smart Business Succession Planning**
– Seamus P. Smith, Business, Estate, and Tax Attorney
Vold & Morris, LLC
- Basic tax and legal considerations for a business sale
 - Overview of exit strategies from a tax and legal perspective
 - Methods for transferring a family business without incurring estate or gift tax
 - Techniques for minimizing or eliminating state income tax on the sale of a business
- 2:50** 10-minute stretch break
- 3:00** **Strategies for Your Business Real Estate, Company Retirement Plan, and Personal Investments**
-- Ryan Poage, CFP®
Ryan Poage & Co.
- Using Section 1031 Exchanges to defer taxes on your business real estate upon selling your company
 - Three pitfalls to avoid when selecting 1031 Exchange participants
 - 401(k) self-directed brokerage accounts that can provide funding sources for partial or full management buyouts
 - 401(k) plans with lifetime income features for participants
 - A simple risk management portfolio management strategy that helps to minimize exposure to bear markets while providing exposure to bull markets
 - Why “The Trend is Your Friend” is an underappreciated Wall Street saying
- 3:50** **Private Q & A:** Our presenters will stay until your questions are answered

speaker bios

Kelly Skarda leads Allied Business Group’s business valuation and litigation services department. A Certified Business Appraiser (CBA) through the Institute of Business Appraisers (IBA), she provides business valuations for clients nationwide, in industries ranging from manufacturing and distribution to construction and healthcare. Kelly has also testified as an expert witness in several court cases, both to support her valuation reports and evaluate the reports of other professionals. Kelly graduated magna cum laude with a bachelor’s degree in finance from Kansas State University and earned her MBA in finance from the University of Missouri at Kansas City.



Tim Skarda is President and Founder of Allied Business Group, Inc., a mergers and acquisitions and business valuation firm in Leawood, 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.

Seamus P. Smith, an attorney with Vold & Morris, LLC, uses an array of estate, business and tax planning strategies to help clients protect their business as well as family wealth. Seamus received a bachelor’s degree in Business Administration from Benedictine College, a Juris Doctor from the University of Kansas School of Law and an LL.M. in Taxation from the University of Missouri-Kansas City School of Law. Seamus is of counsel to the tax and estate planning firm of Newbery, Ungerer & Hickert LLP and an adjunct teacher of business and tax law at Benedictine College.



Ryan Poage, CFP® is President of Ryan Poage & Co., an investment and wealth management firm located on the Country Club Plaza. With over 12 years experience as a financial advisor, banker and bond trader Ryan draws upon multiple areas of financial expertise when crafting solutions for clients. Having advised clients through the 90’s tech bubble, the dot-com crash, the leveraged recovery and now the current financial crisis, Ryan has deep real world experience in dealing with challenging investment markets. Ryan has been acknowledged for numerous accomplishments at major national brokerage firms, been quoted on the markets in business publications and held leadership positions in area civic and charitable organizations. Ryan received a bachelor’s degree with double majors in finance & banking and real estate from the University of Missouri and holds the CERTIFIED FINANCIAL PLANNER™ certification.

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
- Network with a broad range of business and financial advisors
- Hear our advisors’ perspectives on best practices when exiting a business
- Take home a workshop manual citing key legal and tax authorities