

**ATTENDEE INFORMATION**

(Complete information is needed to process your registration including payment information. Please type or print. If, due to disability, you have special needs or requirements, please contact IBBA at 1.888.686.4222)

 I am a member of:  IBBA  M&A Source  Regional IBBA Affiliate or Chapter  I am not a member of IBBA, M&A Source or a Regional Association  
 I would like to join:  IBBA \$449  M&A Source \$495  Both IBBA and M&A Source \$844

Name (as you wish it to appear on your badge): \_\_\_\_\_

Company: \_\_\_\_\_

Address: \_\_\_\_\_ City: \_\_\_\_\_

State/Country: \_\_\_\_\_ ZIP/Postal Code: \_\_\_\_\_ Phone: \_\_\_\_\_

Email: \_\_\_\_\_

**CONFERENCE REGISTRATION FEES**

	On or Before October 15th	After October 15th
<b>M&amp;A Source Conference</b> (Tue. – Wed.)	<input type="checkbox"/> \$495 (M&A Source Members) <input type="checkbox"/> \$595 (Non-M&A Members)	<input type="checkbox"/> \$595 (M&A Source Members) <input type="checkbox"/> \$695 (Non-M&A Members)
<b>M&amp;A Source Conference One Day Pass</b>	<input type="checkbox"/> \$250 (Members: Tues., Nov, 15) <input type="checkbox"/> \$295 (Non-Members; Wed, Nov 16)	<input type="checkbox"/> \$295 (Members: Tues, Nov 15) <input type="checkbox"/> \$345 (Non-Members: Wed, Nov 16)
<b>IBBA Conference</b> (Thurs. – Sat.)	<input type="checkbox"/> \$520 (IBBA Members) <input type="checkbox"/> \$620 (Non-IBBA Members)	<input type="checkbox"/> \$720 (IBBA Source Members) <input type="checkbox"/> \$820 (Non-IBBA Members)
<b>Both IBBA and M&amp;A Source Conferences</b> (Tues. – Sat.)	<input type="checkbox"/> \$915 (M&A Source Members) <input type="checkbox"/> \$1,015 (Non-M&A Members)	<input type="checkbox"/> \$1,115 (M&A Source Members) <input type="checkbox"/> \$1,215 (Non-M&A Members)

**SPOUSE/GUEST MEAL REGISTRATION**

Guests who are not conference attendees are invited to attend special events and meals. Guests must pre-register and pay a fee to participate.

Spouse/Guest Name: \_\_\_\_\_

 M&A Source Spouse/Guest (Tues/Wed)  \$50  
 IBBA Spouse/Guest (Thursday evening/Friday)  \$50

**COURSES** In addition to the M&A Source and IBBA Conferences, the following courses will be offered in Phoenix. Class size is limited and will close when full, so register early!

**Monday, November 14: (1:30 PM – 5:30 PM)**

#421 + M&A Balance Sheet a Uniquely Powerful Closing Tool - PM	<input type="checkbox"/> \$225
#415 + <b>NEW!</b> – Understanding the Emotional Dynamics of the M&A Transaction	<input type="checkbox"/> \$250

**Tuesday, November 15**

#112 Prospecting for Clients	<input type="checkbox"/> \$295
#104/304 * Legal Aspects of Business Brokerage and Mergers & Acquisitions	<input type="checkbox"/> \$295
#307 Financing the M&A Acquisition	<input type="checkbox"/> \$295
#360 + Principles of Manufacturing M&A – PM	<input type="checkbox"/> \$225

**Wednesday, November 16**

#220 * Introduction to Pricing Small Businesses	<input type="checkbox"/> \$295
#206 + Managing the Dues Diligence Process - PM	<input type="checkbox"/> \$225
#117 + Understanding Tax Returns - AM	<input type="checkbox"/> \$225
#107 + Understanding Financials - PM	<input type="checkbox"/> \$225

**Thursday, November 17**

#221 * Pricing Small Businesses Level 2	<input type="checkbox"/> \$295
#230 + <b>NEW!</b> - Marketing with Social Media - AM	<input type="checkbox"/> \$225
#251 + <b>NEW!</b> – Broker Financial Analytics for Smoother, Quicker Closings - PM	<input type="checkbox"/> \$225
TBD <b>NEW!</b> - A Day with a Veteran	<input type="checkbox"/> \$295
#369 + <b>NEW!</b> - The Subtle Art of Educating the Client - PM	<input type="checkbox"/> \$250
#480 + <b>NEW!</b> – Essentials for Managing an M&A Auction - PM	<input type="checkbox"/> \$250
#370 + Fundamentals of Service Business M&A - AM	<input type="checkbox"/> \$225
#365 + <b>NEW!</b> – Navigating Transaction Roadblocks - AM	<input type="checkbox"/> \$250

**Friday, November 18**

Friday Night Cookout & Fiesta	<input type="checkbox"/> \$35
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**Saturday, November 19**

#224 + <b>NEW!</b> - Pricing a Business to Sell – AM	<input type="checkbox"/> \$225
#227 + <b>NEW!</b> – Close More Deals With Seller Financing - PM	<input type="checkbox"/> \$225

<b>Total:</b>	\$ _____
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**COURSE TEXTBOOK FEES**

 Valuing Small Businesses & Professional Practices  
 (Textbook Recommended To Accompany Courses 220 and 221)

 Member  \$80 Non-Member  \$100

**CBI EXAM REGISTRATION**
 I plan to take the CBI Comprehensive Exam.

I have submitted my CBI application and will have completed all of the CBI requirements prior to taking the exam on Saturday, November 19, 2011

**Course Symbols:**

 \* CBI Course  
 + ½ Day Course

**PAYMENT**

Total Fees Due \$ \_\_\_\_\_

Less IBBA Vouchers - \$ \_\_\_\_\_

**Total Payment Due:** \$ \_\_\_\_\_

Card Holder Name: \_\_\_\_\_

Card Number: \_\_\_\_\_

Expires: \_\_\_\_\_

Signature: \_\_\_\_\_

By your signature, you accept receipt of all fax and e-mail communication and confirmation from IBBA.

**Cancellations** received in writing by November 14<sup>th</sup> will be refunded, and charged a 20% processing fee. No refunds will be issued for cancellations received after November 14<sup>th</sup>.

You will receive an e-mail confirmation of your registration fees.

**Mail** this completed form with payment/voucher to

IBBA, 8305 Solutions Center, Chicago, IL 60677-8003

**Fax** this form to 312.673.6599

**Register** online at [www.ibba.org](http://www.ibba.org)