

Spring Conference Registration (Page 1 of 2)

Early registration deadline: May 10, 2010. Registration deadlines will be strictly enforced. Pre-registration cut-off date is June 11, 2010 – After this date, you will need to register on site.

REGISTRATION INFORMATION (Complete information is needed to process your registration. Please type or print.)

Name: _____ Name for Badge: _____

Company: _____

Address: _____

City: _____ State/Province: _____ Zip/Postal Code: _____ Country: _____

Phone: _____ Fax: _____

E-mail: _____

MEMBERSHIP STATUS

I am a member of: IBBA M&A Source I am a Non-member

I would like to join: IBBA \$449 M&A Source \$495

CONFERENCE REGISTRATION FEES

	On or Before May 10th	After May 10th
M&A Source Conference (Wed. – Thurs.)	<input type="checkbox"/> \$395 (M&A Source Members) <input type="checkbox"/> \$495 (Non-M&A Members)	<input type="checkbox"/> \$595 (M&A Source Members) <input type="checkbox"/> \$695 (Non-M&A Members)
M&A Source Conference One Day Pass <input type="checkbox"/> Wed., June 16 <input type="checkbox"/> Thurs., June 17	<input type="checkbox"/> \$200	<input type="checkbox"/> \$400
IBBA Conference (Thurs. – Sat.)	<input type="checkbox"/> \$520 (IBBA Members) <input type="checkbox"/> \$620 (Non-IBBA Members)	<input type="checkbox"/> \$720 (IBBA Members) <input type="checkbox"/> \$820 (Non-IBBA Members)
Both IBBA and M&A Source Conferences (Wed. – Sat.)	<input type="checkbox"/> \$840 (M&A Source Members) <input type="checkbox"/> \$940 (Non-M&A Members)	<input type="checkbox"/> \$1,040 (M&A Source Members) <input type="checkbox"/> \$1,140 (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 (Wednesday) \$50

IBBA Spouse/Guest (Thursday evening/Friday) \$50

Total \$ _____

COURSES

In addition to the M&A Source and IBBA Conferences, the following courses will also be offered in Orlando. If you are interested in registering for courses, please select one course per day, unless you are enrolling in two four-hour courses. Class size is limited and will close when full, so register early!

Monday, June 14

- #120 Tax Issues of General Business Brokerage
- #210 ● Analyzing and Recasting Financial Statements (Part 1)
- #345 Tax Boot Camp for the Merger and Acquisition Professional
- #350 + M&A Opportunities in the Health Industry – AM
- #423 + Managing the Seller's Options — The Seller's Unending Question – PM

Tuesday, June 15

- #130 Accounting Basics for Business Brokers
- #210 ● Analyzing and Recasting Financial Statements (Part 2)
- #217 Choosing the Business Entity
- #280 Effective Negotiations for Business Brokers
- #360 + Principles of Manufacturing M&A – AM
- #370 + Fundamentals of Service Business M&A – PM
- #425 Understanding Private Equity

Wednesday, June 16

- #104 ● Legal Aspect of Business Brokerage
- #108 + Overcoming Objections in Listing and Sales Contracts – PM BC
- #110 Selling Franchises
- #112 Prospecting for Clients
- #220 ● Introduction to Pricing Small Businesses
- #250 SBA Financing
- #301 ❖ Introduction to Mergers and Acquisitions
- #551 + Main Street Seller Seminar – AM

Thursday, June 17

- #107 + Understanding Financials – AM BC
- #117 + Understanding Tax Returns – AM
- #205 + Power Networking – AM
- #206 + Managing the Due Diligence Process – AM
- #221 ● Pricing Small Business – Level 2

Course Symbols:

- CBI Core Course
- ❖ May be substituted for Course 101
- + 1/2 Day course
- BC Boot Camp Course

COURSE REGISTRATION FEES

½-day Course (100, 200, 500-level)	\$180	X ___ courses = _____
½-day Course (300, 400-level)	\$199	X ___ courses = _____
One-day Course*	\$250	X ___ courses = _____
Course #425	\$269	X one course = _____
Two-day Course	\$400	X ___ courses = _____

*All one-day courses except Course #425

COURSE TEXTBOOK FEES

Valuing Small Businesses & Professional Practices
(To accompany Courses 210, 220 and 221,
textbook recommended)

Member \$80 Non-member \$100

Total \$ _____

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, June 19, 2010.

PAYMENT

This registration form will not be processed unless payment is included and all documentation has been submitted. Late registration is strictly enforced.

Total Fees Due: \$ _____

Less IBBA vouchers: -\$ _____

Total Payment Due: \$ _____

Check to IBBA American Express Visa MasterCard

Card Holder Name: _____

Card Number: _____

Expires: _____

Signature: _____

By your signature, you accept receipt of all fax and e-mail communication and confirmation from IBBA. Please make check payable to IBBA and if you are using a voucher, be sure it is attached to registration.

Register online at www.ibba.org

Mail this completed form (with payment/voucher) to

IBBA
4365 Paysphere Circle, Chicago, IL 60674

Fax this form to 312.673.6599

If you are faxing this form with your credit card information — please do not also mail it.

IMPORTANT NOTES

Cancellations

All cancellations must be received in writing, mailed or faxed, to IBBA Headquarters. Refunds will be issued for cancellations received in writing by **Saturday, June 19th**. All cancellations will be charged a 20 percent processing fee. No refunds will be issued for cancellations received after June 19th. **Note:** refunds may take up to 60 days to process.



If, due to disability, you have special needs or requirements, please provide IBBA with the details so we can accommodate your requests. Contact IBBA at 1.888.686.4222 for assistance.

You will receive an e-mail confirmation of your registration fees. Please keep this confirmation as you will need it as a reference.