



Business Broker Training Program

The BBF and IBBA held two highly successful Educational Summits in 2016 and one in 2017. Since the demand was so great, we have joined forces with the IBBA again to offer BBF members another great opportunity to enhance their business broker education with a Special Educational Summit, and the opportunity to earn the coveted Certified Business Intermediary (CBI) designation at a greatly reduced price.

Who should enroll in the Special Educational Summit?

This 3-Day Onsite and 1-Day Online Special Educational Summit will cover financial recasting and small business pricing in great detail. These classes are highly recommended for all brokers that desire to learn how to properly price a business and close more deals.

Who should become a CBI?

The CBI program is not for everyone. It is for the select few business brokers who want to take the first serious steps to climb to the top of their profession and earn the financial rewards associated with selling top quality businesses. The rigorous program includes 68 hours of course material in which the broker will learn the best practices and processes used by experienced business brokers from around the world. Course material includes how to find and work with quality sellers and buyers, how to package the business for sale, and how to manage the transactions. The program also covers the brokers' legal and ethical responsibilities and using care by implementing industry accepted practices.



Knowledge. Experience. Results.

Please contact Barry Berkowitz (561) 375-6338 or Andy Cagnetta at (954) 772-1122 with questions or comments.

See Enrollment Form Below for Special Pricing for BBF Members

3-Day Special Educational Summit in So. Florida
Regular Price: \$1200, now just \$750 or \$499 for BBF Members with tuition assistance from the BBF.

September 18 thru September 20, 2017
Hosted by BBF South—Classes will be held at:
Transworld Business Advisors , 5101 NW 21st Avenue, Suite 300, Fort Lauderdale, FL 33309
Hours: 8:30 AM to 5:30 PM

Summit Includes the Following Courses:

- Onsite Monday through Wednesday
- IBBA 210: *Analyzing and Recasting Financial Statements* – 16 Hours (Day 1 and 2)
- IBBA 220: *Introduction to Pricing Small Businesses* – 8 Hours (Day 3)
- Online Anytime Thereafter:
- IBBA 221: *Pricing Small businesses* — 8 Hours

Earn Your CBI and Save \$\$\$

The CBI Bundle price below includes all CBI Coursework by taking classes at BBF Summit listed above, one year of IBBA Membership, all the online courses required to complete your CBI coursework, attendance at the **IBBA Spring Conference** to be held in **New Orleans, LA, from May 5 thru May 7, 2018**, including all workshops, and your CBI Fees.

	List Price	Bundle Price
IBBA Membership	\$449	\$449
4-Day Summit Pass	\$1,200	\$750
Online Courses	\$1,336	\$899
Conference Pass	\$625	\$499
CBI Fees	\$249	\$99
TOTAL	\$3,859	\$2,696

Save \$1168 (30%)

In addition, BBF Members only pay **\$2,445** with tuition assistance from the BBF.

To Enroll

Visit www.ibbauniversity.org and purchase the BBF Summit Package. BBF Summit enrollment will close September 11, 2017. Also consider the **CBI Bundle**.

The Summit has a limited seating and enrollment will be based on a first come, first serve basis. Do not hesitate to enroll as classes will fill quickly.





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ENROLLMENT FORM

To enroll in the BBF—IBBA Business Broker Training Program, please complete the form below and return it to education@ibba.org.

Seating for these classes is limited and enrollments are on a first come—first serve basis, so please submit your enrollment form and payment as soon as possible. You must enroll by September 11, 2017 at the latest.

Classes will be held at: Transworld Business Advisors , 5101 NW 21st Avenue, Suite 300, Fort Lauderdale, FL 33309 Hours: 8:30 AM to 5:30 PM from September 18 - 20, 2017.

PRICES BELOW ARE AFTER THE BBF TUITION ASSISTANCE IS APPLIED FOR BBF ONLY MEMBERS

Full Name			
Address			
City, State Zip			
Phone	Email		
Company			
Select One of the Programs Below (X)			
	Summit Only Pass	\$ 499	_____
	Bundle Program - Including IBBA Membership	\$2,445	_____
	Bundle Program - Excluding IBBA Membership <small>(For Current IBBA Members ONLY)</small>	\$1,996	_____
Type: Visa, Master Card, Amex		Expires	Credit Card Number
Pay by Credit Card	/		
Card Holder Name	Security Code:		
Credit card Payments can be emailed, faxed or mailed as listed below. International Business Brokers Association 7100 East Pleasant Valley Rd., Suite 160 Independence, OH 44131 Fax: 800-630-2380 Email: education@ibba.org		Questions? Details on IBBA courses and the CBI requirements can be found at www.ibba.org . Please contact Barry Berkowitz (561) 375-6338 or Andy Cagnetta (954) 772-1122 with questions or comments.	
Terms + Acknowledgment (1) Confirmation. You will receive an email within 3 business days confirming your registration and transaction are complete. This email serves as your receipt. (2) Summit Pass Refunds. Summit Pass cancellations must be received in writing to education@ibba.org . Cancellations received at least 5 business days prior to the event will be entitled to a full refund, less a \$50 USD transaction fee. Cancellations received after this time or no-shows will not be refunded. (3) CBI Bundle Refunds. The IBBA Membership, Online Courses and CBI Fee components of the CBI Bundle Package are non-refundable. See #2 above for terms regarding Summit Pass Refunds. Conference Pass refunds are subject to the then-current cancellation and refund provisions posted for the Conference. (4) Previous Purchases. The CBI Bundle Package does not apply to previous purchases. (5) Course #221 Online Enrollment. Following your verified attendance of courses #210 and #221, you will receive an email with your enrollment instructions for course #221 online.			
By signing below, I acknowledge that I have read and understand the terms above, and I authorize my credit card to be charged for the applicable amount of the Program I selected.			
Signature: _____		Date: _____	