

ALL

JAZZED

UP!

MAY 4-7

NEW ORLEANS, LA

IBBA INTERNATIONAL
BUSINESS BROKERS
ASSOCIATION, INC. ®

FIND YOUR GROOVE
IN NEW ORLEANS



2018 ANNUAL CONFERENCE

MAY 4-7, 2018 | NEW ORLEANS, LA

IBBA Conference Brochure

THE BUSINESS BROKER EVENT OF THE YEAR

JOIN US

for an unforgettable experience: powerful Masterminds, timely Workshops and meaningful Networking - all in the great city of New Orleans.

MAY 4 - 7, 2018
NEW ORLEANS

This educational and social experience moves far beyond the theoretical, delivering rich content, actionable insights and powerful connections to 'find your groove' and have your best year yet!

REGISTRATION OPENS JANUARY 19, 2018

The Top Reasons YOU Need To Be In New Orleans

- » Build your skills with 20+ workshops delivered by the industry's top professionals. «
- » Find solutions to work smarter, not harder, in the Marketplaces. «
- » Learn secrets of the trade from your peers during intense Mastermind Sessions. «
- » Dedicated networking + social time help you build the connections you need to succeed. «
- » Recognize our industry's elite practitioners during our Member Excellence Awards dinner. «
- » Enjoy hundreds of restaurants, shops and entertainment options, just steps from the hotel. «

THIS IS THE ONLY IBBA CONFERENCE IN 2018!

"It was a GREAT event."
Paul Forsberg

"Excellent quality and value overall."
Bill Patten

"I especially loved the mastermind sessions and workshops."
Kyle Griffith



"The educational workshops, mastermind sessions and information sharing among brokers is invaluable."
Brenda Sali

"Best conference ever."
Jerry Myers

"I love the conferences."
David Abbott

AGENDA AT-A-GLANCE

The IBBA Conference starts on Friday, May 4, 2018. Sessions and timing are subject to change.

THURSDAY MAY 3
(PRE CONFERENCE)

- 8:00am - 5:00pm **Moving Up! From Mainstreet to Lower Mid-Market Seminar**
- 8:00am - 5:00pm **CBI Reinstatement + Test-Out Program**
- 8:00am - 5:00pm **IBBA Canada Meeting + Training**
- 10:00am- 4:00pm **IBBA Board of Directors Meeting**
- 5:00pm - 6:30pm **IBBA New + International Member Cocktail Reception (Invitation Only)**

FRIDAY MAY 4

- 7:00am - 8:30am **Breakfast with Main Street Exhibitors**
- 8:30am - 10:15am **Opening Ceremony + Keynote**
- 10:15am - 11:15am **IBBA Town Hall**
- 11:15am - 12:30pm **Main Street Marketplace Exhibition**
- 12:30pm - 1:30pm **Lunch Program**
- 1:30pm - 5:00pm **Mastermind Sessions**
- 6:00pm - 7:00pm **Main Street Marketplace Cocktail Reception**
- 7:00pm - 9:30pm **Member Excellence Awards Dinner With Main Street Exhibitors**

SATURDAY MAY 5

- 7:00am - 8:30am **Breakfast with Franchise Marketplace Exhibitors**
- 8:30am - 9:45am **Workshop Sessions**
- 9:45am - 10:45am **Franchise Marketplace Exhibition**
- 10:45am - 12:15pm **Workshop Sessions**
- 12:15pm - 1:30pm **Lunch Program**
- 1:30pm - 4:45pm **Workshop Sessions**
- 6:00pm - 7:00pm **Franchise Marketplace Cocktail Reception**

SUNDAY MAY 6

- 7:00am - 8:15am **Breakfast with Franchise Marketplace Exhibitors**
- 7:45am - 8:15am **Association General Meeting**
- 8:30am - 12:00pm **Workshop Sessions**

THE CONFERENCE CONCLUDES AT 12:00PM ON SUNDAY, MAY 6TH.
OPTIONAL IBBA COURSES ARE OFFERED SUNDAY AFTERNOON AND ALL DAY ON MONDAY.

PROGRAM HIGHLIGHTS

CONFERENCE KEYNOTE | KEN RUTKOWSKI

IT'S TIME TO STOP NETWORKING

Successful business brokers excel at building referral networks that create and uncover opportunities. Social media is drastically changing the norms and historic best practices - are you equipped to respond?

Networking has become so '10 years ago' and now it's all about connecting. In this super-charged keynote session, you'll learn how to use social media as a tool for true engagement and client acquisition by becoming an individual of dominant influence with an epicenter of opportunity. You'll get jazzed with these practical insights to plug into your practice immediately!

"Nextest" Ken Rutkowski has interviewed over 10,000 global business leaders of the world's most innovative companies. Using this data Ken will outline the megatrends shaping the future of business and consumer behavior, and the lessons learned from successful global leaders on leveraging disruptive innovation, adopting next generation social media and understanding how cryptocurrencies like bitcoin will transform the business landscape.



AWARDS DINNER GALA | SPONSORED BY FIRST HOME BANK

RECOGNIZING YOUR SUCCESS
submissions accepted starting mid-January



TWO MARKETPLACES | WORK SMARTER, NOT HARDER

MAIN STREET MARKETPLACE

From technology to funding, these solution providers help you find listings and close deals!



FRANCHISE MARKETPLACE

New units, Areas + Masters, resales...leverage your skills and leads to maximize opportunities!

POWERED BY



REGISTRATION OPENS JANUARY 19, 2018!

COURSE OFFERINGS

The IBBA is the business brokerage industry's premier source for quality education to further your skills and success. IBBA courses begin at 1:00pm on Sunday, May 6th and continue all day on Monday, May 7th. With offerings for both newer and tenured brokers, you're sure to find a course that expands your horizons and earns you credit toward the esteemed Certified Business Intermediary (CBI) designation.



SUNDAY, MAY 6TH

TIME	COURSE	CREDIT HOURS
1:30pm-5:30pm	Course 105: Dealing with Leases and Landlords	4 credits
1:30pm-5:30pm	Course 217: Choice of Business Entity	4 credits
1:30pm-5:30pm	Course 219: ESP and CPR in Business Brokerage	4 credits

MONDAY, MAY 7TH

TIME	COURSE	CREDIT HOURS
8:00am-5:00pm	Course 311: How to Develop a Buy-Side Practice	8 credits
8:00am-12:00pm	Course 211: Advanced Recasting	4 credits
8:00am-12:00pm	Course 117: Understanding Tax Returns	4 credits
1:00pm-5:00pm	Course 227: Close More Deals Through Seller Financing	4 credits
1:00pm-5:00pm	Course 212: The Balance Sheet for Main Street	4 credits

REGISTRATION OPENS JANUARY 19, 2018!

VENUE + PRICING



HYATT REGENCY NEW ORLEANS |

EXPERIENCE THE BEST OF THE BIG EASY!

Hyatt Regency New Orleans offers easy access to the area's most popular attractions. Hop on the Loyola Avenue Streetcar, or take a walk to the historic French Quarter, Arts District, Audubon Aquarium of the Americas and the scenic Mississippi Riverfront.

Conveniently located 12 miles/27 minutes from Louis Armstrong International Airport.

601 Loyola Avenue
New Orleans, LA
[HOTEL WEBSITE](#)



Conference attendees receive a discounted room rate of **\$194/night (+taxes)** within the Conference room block. **Book early!** Once the room block is full, prevailing retail rates apply.

CLICK TO BOOK!

[BOOK YOUR HOTEL ROOM NOW!](#)

REGISTER EARLY + SAVE BIG!

CONFERENCE PASS PRICING

\$649.00 USD

\$749.00 USD

\$899.00 USD

REGISTRATION DEADLINE

On/Before 02/28/2018

On/After 03/01/2018

On/After 04/20/2018



Listed prices are for an IBBA Member Full Conference Pass. See the IBBA Conference website for non-member pricing, guest pricing, and terms and conditions.

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