

SPECIAL LEARNING SEMINAR

FROM MAIN STREET TO LOWER MIDDLE MARKET

Thursday, May 3, 2018 | 8AM – 5PM

IBBA Annual Conference | New Orleans

\$499 EARLY | \$599 REGULAR | \$699 LATE

price includes breakfast, lunch and materials

approved for 8 CBI continuing education credits

If you're ready to take your business to the next level, but aren't sure where or how to start, this one-day, intense seminar is designed for you. Topics include:

- Market opportunities
- Competitive landscape
- Marketing + selling strategies
- Finding clients
- Finding + qualifying buyers
- Facilitating due diligence
- Process control

- Contract requirements
- Closing strategies

You'll learn how to get paid at least \$2,500/month for accepting a listing, the 25+ job functions of an Intermediary, how to manage the '14 Alternatives to Selling' and the importance of a psychologist in M&A.

IBBA Conference attendance is not required to attend this seminar.

IBBA INTERNATIONAL
BUSINESS BROKERS
ASSOCIATION, INC.®



Nowhere else will you find a comprehensive, actionable seminar on how to effectively grow your business brokerage practice into the lower middle market arena. **HURRY – SEATS ARE LIMITED!**

VISIT IBBAUNIVERSITY.COM FOR MORE DETAILS AND TO REGISTER

DOUG ROBBINS is the president and founder of Robbinex, Inc. and a seasoned businessman having completed more than 1,000 assignments relating to advising clients on Mergers and Acquisitions (M&A); valuations; transferring businesses to the next generation; partnership resolutions and refinancing;

along with numerous other consulting activities.

He has completed more than 400 business sales and invested in 32 businesses.

For more information, visit robbinex.com

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GET JAZZED AT THE IBBA 2018 CONFERENCE | MAY 4-7 | NEW ORLEANS