BUSINESS TRANSITIONS CONFERENCE

Thursday, September 20, 2018

Business Transitions Conference Agenda

8:00 AM – 8:30 AM **Registration, Refreshments and Networking**

8:30 AM – 9:00 AM **Welcome and Introductions: Frank Choriego, WSU Kansas SBDC**

9:00 AM – 9:15 AM **Break and Visit Display Booths**

9:15 AM – 10:45 AM **Break-Out Sessions**

Session 1 – Buying a Business
Presenter: Frank Choriego, WSU Kansas SBDC
Room:

So you are considering buying a business – why and how much are you wanting to spend for the purchase? Do you have a business or industry in mind? How do you determine the value of the business? How do you get a certified valuation of the business? How do you go about financing the purchase of the business? Do you use a consultant to help with the purchase? These topics and more will be discussed.

Session 2 – Selling a Business
Presenters: Rich Speer, Corporate Resources Group, LTD
Phil Hamilton, Turnaround Architect
Bruce Armstrong, The Menke Group
Room:

Are you considering selling your business? Are you ready? What is the business worth vs. What do you want/need? Who are your best buyers? How can we help? These topics and more will be discussed.

Session 3 – Family Business Succession Planning
Presenters: Tim O'Sullivan, Foulston Seifken, LLP Attorneys at Law
Lonny Geiman, Bandura+
Michael Proctor, Leading Edge Financial Planning, LLC
Room:

What would it look like if your business changed hands TODAY? How would it affect your family, employees, net worth and community reputation? How can you be better prepared for that day?

This interactive panel features leadership consultant Lonny Geiman, financial planner Mike Proctor and estate planning attorney Tim O'Sullivan. They will discuss how to develop a succession plan that results in family harmony and financial success.

10:45 AM – 11:00 AM **Break and Visit Display Booths**

11:00 AM – 12:00 PM **Panel Discussion/Q & A**
Panelists: Phil Hamilton, Bruce Armstrong, Tim O'Sullivan, David Thorne, Rich Speer
Moderator: Frank Choriego
Room:
Panelists will discuss business turnaround, business sale prep, ESOP opportunity identification, ESOP planning and funding, and legal aspects and other issues related to family business transition. Questions are welcome!

12:00 PM – 1:30 PM **Luncheon and Keynote**
Keynote Speaker: Marshall Parker, President & CEO KONZA Valley Capital, Inc.
The Role of Venture Capitalists in Buying or Selling a Business and Business Transitioning

Speaker Biographies

Breakfast and Opening Remarks (Sponsor: Meritrust Credit Union)
Welcome/Introductions to the event, overview of the breakout sessions, their presenters/facilitators and flow of event; Recognition of dignitaries and VIP attendees. Recognition and words from Sponsor.

Key Note Speaker – Lunch (Sponsor: Westar Energy)
Marshall D. Parker, President and CEO Konza Valley Capital Inc.
Accounting Degree from KSU (CPA and CMA). Marshall has previous experience with Allen, Gibbs & Houlik (AGH), Ernst & Young and Wells Fargo Wealth Management. He is President and CEO of Konza Valley Capital Inc., a private equity firm focusing on mid-market manufacturing companies with yearly revenues between $15 and $40 MM in an ownership transition situation. Recognition and words from Sponsor.

Break Out Sessions

Selling a Business
Rich Speer, Managing Partner, Corporate Resource Group LTD
Rich has been directly involved in Merger and Acquisition transactions in the Midwest and Grain Plains States for over 30 years and over 200 transactions.

Buying a Business
Frank Choriego, Special Projects Advisor/Consultant WSU Kansas SBDC
Frank has a Bachelor in Business and a Master of Science in Business Management degree. Frank is a serial entrepreneur, seasoned negotiator and analyst of finances, markets, trends and global business. He has consulted and participated in Start Up, Buy/Sell, Turn Around and Growth efforts with more than 150 clients.

Family Succession Planning
Tim O'Sullivan, Attorney at Foulston Siefkin LLP
Focuses on the connection of his clients' estate and tax planning, administration of trusts and estates and advising clients on provisions which enhance the preservation of family harmony in the estate planning process. Tim was selected by his peers for inclusion in the Kansas and Missouri Super Lawyers List and Best Lawyers in America in areas of Elder Law and Trusts and Estates. He is a Fellow of the American College of Trust and Estate Counsel. His peer memberships include the National Academy of Elder Law Attorneys (NAELA) and the Wichita Estate Planning Council. He holds a "AV" (highest) rating on the Martindale-Hubbell Law Directory.

Lonny Geiman, Principal/Founder of Bandura Plus
Although enjoying many industrial and service clients, Bandura Plus has great experience working on Strategic Planning for Rural and Family Farm concerns. He is well versed on all aspects of transitioning such businesses within families and building durable legacies.

Michael Proctor, President, Leading Edge Financial Planning, LLC
Michael has eight years of experience in the financial planning industry. He is certified as a Certified Financial Planner and as a Retirement Income Certified Professional.

ADDITIONAL SPEAKERS PARTICIPATING ON ALL TRACKS:
Bruce C. Armstrong, Managing Director/Investment Banking for The Menke Group
Extensive experience in corporate finance and ESOP consulting for middle market companies. Mr. Armstrong holds a BA in Economics from Stanford University and an MBA from UCLA.

David Thorne, Certified Business Valuator
Boeing taught David about enterprise and small business valuation methodologies nearly 15 years ago, focusing on just a portion of over 6,000 acquisitions we handled. He then joined Business Brokers Network (BBN) out of Dallas in 2009, the largest independent group of business brokers in the U.S. By 2010, he completed all of the training - combined with his previous experience - to earn the Certified Business Valuator designation. His unique background opened doors with a lot of banks, private equity, and business owners. He was fortunate to learn and lead during the transaction heavy time of Boeing's business life - and won recognition from Carnegie Melon for his efforts.

Phil Kirwan-Hamilton, Turnaround Architect
Phil has the uncanny ability to use his business skill set to develop and complete successful turnarounds – in several cases from desperate situations as receivership to successful sale of the business, increasing their EBIT up to 200%, erasing or taking crushing debt to manageable levels and business reorganization to attract desirable buyers. Phil's education is from the way of down under: Longerenong Agricultural College, Horsham, Victoria, Australia and University of New England, Armidale, New South Wales, Australia. He is also a Fellow of the Australia Institute of Company Directors and the Society of Manufacturing Engineers.

Kansas SBDC

The Kansas SBDC program supports business development with a wide range of programs and services. With extensive training and certifications in areas that include business continuity planning, business valuation, cybersecurity, financial analysis, export, and technology transfer, Kansas SBDC advisors will bring a high level of expertise to improve your business operations. Advisors will also help you access capital, address human resources issues, refresh your marketing plan, and improve other aspects of your business. To schedule no-cost, confidential advising, call 316-978-3193.

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