BUSINESS TRANSITIONS CONFERENCE

Thursday, September 20, 2018
8:00 a.m. – 1:30 p.m.

Wichita State University Metroplex

5015 E. 29th St. N. Wichita, KS 67226 – SE Corner of Oliver Ave. and 29th St. N.

Your business or someone's business can be the tool to make your next chapter in life a successful one, IF you do it right.

- Looking to Sell your business?
- Looking to Buy a business?
- Succession Planning?
- Turning Around your business before closing the chapter?

Event Sponsors

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WICHITA INDEPENDENT BUSINESS ASSOCIATION

AMERICA'S SBDC KANSAS | POWERED BY SBA U.S. Small Business Administration | Kansas Department of Commerce | WSU WICHITA STATE UNIVERSITY

The WSU Kansas SBDC is funded in part through a cooperative agreement with the U.S. Small Business administration and the Kansas Department of Commerce.

Reasonable accommodations for persons with disabilities will be made if requested at least two weeks in advance. Requests for such arrangements should be made to the WSU Kansas SBDC by calling (316) 978-3193.

All Kansas SBDC programs or co-sponsored programs are extended to the public on a non-discriminatory basis.

YOU WILL LEARN:

- **h**ow **b**usinesses are **v**alued
- **h**ow to find the right buyer
- **h**ow to find the right business to buy
- **h**ow **to prep your** business for sale if **your are** not ready
- **how to make your business your l**egacy – **all about f**amily **s**uccession **p**lanning
- **how to work with a business b**roker
- **how to finance your purchase**
- **how an e**mployee **s**tock **ownership plan** (ESOP) **works**

COST:

$75.00 Includes Continental Breakfast and Lunch with Keynote Speaker, Marshall Parker, President & CEO KONZA Valley Capital, Inc.

REGISTRATION:

www.wichita.edu/ksbdc workshops

Business Transitions Conference 2018
Speakers/Presenters/Facilitators

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.

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 Mid West and Grain Plains States for over 30 years and over 200 transactions.

Buying a Business:
Frank Choriego, Special Projects Advisor/Consultant WSU 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.

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 experience in the financial planning industry. He is certified as a Certified Financial Planner and as a Retirement Income Certified Professional.

OTHER 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.