

# SMALL BUSINESS DEVELOPMENT CENTER

## HOW TO BUY OR SELL A BUSINESS

### Program Details

The Michigan Small Business Development Center is assembling an experienced team of experts to discuss the many aspects of purchasing or selling a business.

Following an opening session with buyers and sellers participating with a panel of experienced professionals, buyers and sellers will separate into individual sessions targeting both tracks [sellers and buyers]. Focused sessions will cover specific challenges and opportunities.

### Who Should Attend?

Business owners and others who desire to learn about acquiring or selling a business as well as accountants, attorneys, business brokers, financial planners, CEOs, CFOs, will gain much from this conference.

### Speakers

John Meyering, Keystone Partners, LLC  
Jon Siebers, Smith Haughey Rice & Roegge  
Dan Slate, H&S Companies

Michael Moraw, Huntington Bank  
Randy Rua, Rua Associates  
Paul Mudde, Seidman College of Business, GVSU

- When: Thursday, June 12, 2014 from 8:00AM-12:00PM  
Breakout Sessions: 1st Session 9:45 AM – 10:45 AM, 2nd Session 11:00 AM – 12:00 PM  
Selling a Business 9:45 AM Business Valuation  
11:00 AM Preparing To Sell  
Buying a Business 9:45 AM Due Diligence  
11:00 AM Financing Your Purchase
- Where: L. William Seidman Center Forum  
50 Front Avenue SW  
Grand Rapids, MI 49504
- Cost: \$75.00 payment is required at the time of registration  
Veteran registration and active military registration is offered at no cost with proof of military service. Please contact [sbdc@gvsu.edu](mailto:sbdc@gvsu.edu) for assistance with Veteran or active military registration.
- Register: **Preregistration is required for this event. Call (616) 331-7370 or visit <http://www.sbdcmichigan.org> (search by Zip Code: 49504) to register**

[www.sbdcmichigan.org](http://www.sbdcmichigan.org)



*Reasonable accommodations for persons with disabilities will be made, if requested at least two weeks in advance. Please contact SBDC West Michigan at 616-331-7370 or email [sbdc@gvsu.edu](mailto:sbdc@gvsu.edu) to make arrangements. The Michigan SBDC program is partially funded by the U.S. Small Business Administration. All MI-SBDC programs or co-sponsored programs are extended to the public on a nondiscriminatory basis.*

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