

## VALUE-TRACK: Strategies to Prepare You and Your Business for a Successful Exit


It's a fact: All business owners will exit their businesses someday. When it is your turn, will your exit be on your terms? Sadly, many business owners don't plan for this day and as a result are disappointed in the outcome. A career full of sweat equity deserves proper planning to get to a successful end result. Whether you want to sell your business in five months or five years, a comprehensive plan designed to achieve your personal and business objectives is critical for success.

### AT THIS WORKSHOP YOU WILL LEARN TO:

- Identify the value drivers that will allow you to maximize the value of your business
- Take control of the ownership transition process
- Have a clear understanding of your exit options
- Put together a team of experienced advisors
- Minimize risk and protect your wealth
- Plan for life after the transition

**Date:** Thursday, June 24, 2010

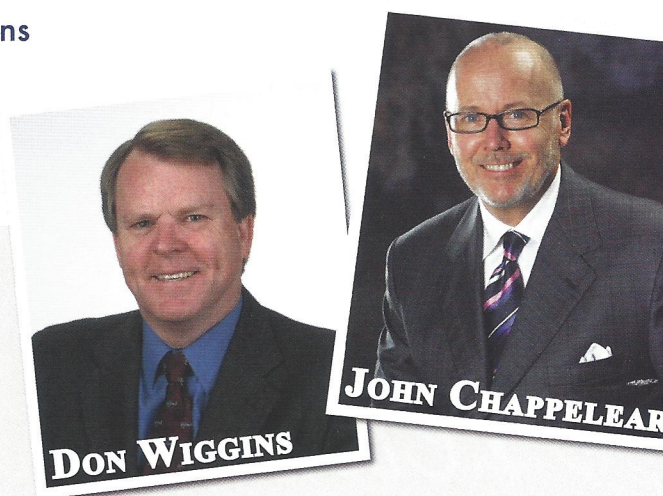
**Time:** 8:30 - 10:00 a.m.

**Where:**  7235 Bonneval Road, #100,  
Jacksonville, FL 32256

**Cost:** \$35

**Register:** Online at [www.advantagebizmag.com/events](http://www.advantagebizmag.com/events) or by phone at 904-704-5058

*Limited space available*



**DON WIGGINS** (D.B.A., ASA, CVA, CPA/ABV, CEPA) is president and a principal of Heritage Capital Group, Inc., a middle market investment banking firm. His primary focus is on merger and acquisition transactions in the U.S. and abroad, as well as conducting valuation, strategic planning, and value enhancement analysis for clients.

He has over 30 years of experience advising clients regarding a variety of M&A and financing transactions, including mergers and acquisitions, sales and divestitures, capital placement, value enhancement, exit planning, and related corporate finance. He has advised international and domestic companies and successfully led transactions in many industries including business services, healthcare, and distribution and logistics. Don Wiggins has conducted more than 2,000 valuations of closely-held companies and has consulted with large companies such as Modis, Union Carbide, Martin Marietta, Whirlpool, CSX, Sangamo-Weston, Anheuser-Busch, and Schlumberger. He is also a Professor Emeritus of Accounting and Finance at the University of North Florida.

**JOHN CHAPPELEAR** is a Certified Strategic Exit Planner. As an organizational consultant, author, and professional speaker, John energizes individuals and their organizations nationwide to create dynamic positive change. His speaking, training, and coaching instruct people how to better manage their lives both personally and professionally. His programs enhance leadership and communication skills, increasing productivity and creativity, while simultaneously reducing absenteeism and turnover.

More than thirty years of expertise in building businesses into top nationwide producers qualifies John to provide leadership and guidance to people wanting to achieve success and significance for themselves and their organizations. His programs help business owners develop and execute a plan to build and run their businesses more profitably with dramatically reduced risk.

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