



HOW TO SELL YOUR BUSINESS FOR MAXIMUM PRICE, MINIMUM STRESS & NO CGT!

Strategies to help you maximise the sale price, pay minimal CGT and avoid the contractual pitfalls that can cost you time and money.

WHO SHOULD ATTEND

Business owners who are considering selling a business in the next 6 - 12 months

Selling your business is one of the most important decisions you'll have to make. Deciding how much your business is worth is one of the main issues you'll need to consider.

Other factors to consider when selling your business include when is the best time to sell and whether you should make use of a broker or other professional to maximise selling opportunities.

Selling a business is not like selling a piece of real estate or any other type of asset. This seminar is designed for small to medium sized owners who are thinking of selling their business and need to know how to prepare and follow through the right way to successfully value and sell their business.

So what are the actions you need to take in advance to be ready for the business sale process? This seminar will help you to plan the exit from your business on your terms and not someone else's. This event will provide invaluable information on the entire sale process.

Topics covered:

- How to prepare the business owner
- How to value your business
- How does due diligence work
- Legal implications
- How to prepare the business for sale
- How to save tax dollars when you sell
- Financial planning issues
- Contractual pitfalls

When: Tuesday 8th March, 2011

Where: Maroochydore Events Centre, Memorial Ave, Maroochydore

Time: Registration 5.45pm | 6.00pm sharp start | 7.30pm finish

RSVP: Friday 4th March

Bookings are essential as seats are limited to 30. A light meal and beverages are supplied. Please advise when booking if you have any special dietary requirements.

To register book online, www.holmans.com.au/events/booking-form or contact Jacki Hull on 5430 7600 or jhull@holmans.com.au

SEATS ARE LIMITED TO 30 - BOOK NOW!

Presented by:



JJ RIBA & COMPANY
COMMERCIAL LAWYERS

VERIFIED
BUSINESSES
Success in business sales is Verified

FEATURED SPEAKERS



David Bentley
Founder & Principal Verified Businesses

With 14 years business selling experience on the Sunshine Coast, David has become a well known 'brand' with extensive contacts amongst business buyers and sellers in the region.

Over the years, literally hundreds of clients have benefited from his tenacity for delivering results.

David has a proven commercial track record in being a successful business person. Prior to his current firm, he formed and operated the largest brokerage company in the region which he eventually sold. Not long after, he couldn't resist the market demand which brought him back with an even more polished approach and service.

The combination of local market experience, deep commercial knowledge, and an extensive network of contacts, makes David an unmatched expert in this field.

VERIFIED
BUSINESSES

Success in business sales is Verified



Joseph Riba
Founder & Principal JJ Riba & Co

Joe has more than 17 years experience in the profession and is the founder of JJ Riba & Company, a commercial law firm in Maroochydore.

J J Riba & Company have worked for more than 10 years with a number of rapidly expanding franchises that operate in every state of Australia. He has managed a number of significant Australian transactions including the sale of the Bright Eyes Franchise system to the American icon sunglass maker Oakley.

Joe now works predominantly with start up franchisors and business owners, buyers, and sellers assisting them with advice in relation to transactions.



JJ RIBA & COMPANY
COMMERCIAL LAWYERS



Rob McGregor
Director Holman McGregor Financial Services

Rob McGregor is a financial planner and a director of Holman McGregor Financial Services. He worked in some of Australia's leading financial companies for 19 years in stockbroking, banking, funds management, futures broking and financial planning before launching his own successful practice in Noosa Heads on Queensland's Sunshine Coast.



Rob's achievements in the financial industry and also as a business strategist have been recognised through a number of awards, including Professional Investment Services' Financial Planner of the Year, 2010.



Sharee Webster B.Com, CA
Principal

Sharee has over 20 years experience in the profession, the majority of those years spent in Sydney providing advice and solutions to all sizes of businesses.

Sharee specialises in business structures, tax planning advice, superannuation and providing strategic advice to individuals and businesses alike, ranging from small owner-operated family businesses to large corporate entities. She is a regular contributor of articles to the print media and is often called upon to provide her professional comments on changes to Federal Legislation and their inevitable impact on members of the Sunshine Coast community.

Sharee is a Member of the Institute of Chartered Accountants, the Taxation Institute of Australia and is a Registered Tax Agent.

