



A Neumann & Associates, LLC

Affiliated with Americas Largest Network of M & A Professionals

“How to Value, Sell and Buy A Business for Maximum Profit”

An Informational Seminar For The Smart Business Owner And Investor

8:30	<i>Registration & Light Breakfast</i>	
8.45	Introduction & Agenda	<i>Gary Herviou</i>
9.00	Determining The Best M&A Advisor Team For Your Firm <ul style="list-style-type: none">▪ <i>Buy & Sell Side Leads - National Network & Team Qualifications</i>▪ <i>Business Associations & Regional Field Presence</i>▪ <i>Valuation & Deal Experience – Industry Experts</i>▪ <i>Transaction process to a successful closing with confidentiality</i>	<i>Achim Neumann</i>
9.50	Business Valuations With “The Right Metrics” To Hold-Up With Investors & Sellers <ul style="list-style-type: none">▪ <i>Which documents to use? How much time required?</i>▪ <i>Which valuation approach is right? P/E Ratio vs. EBITDA?</i>▪ <i>How to increase value – CF versus revenue versus assets</i>	<i>Gary Herviou</i>
10.20	<i>Break & Individual Valuation Advisory Session</i>	
10.45	The “Right” Professional Package For Qualified Buyers with Money <ul style="list-style-type: none">▪ <i>Blind profiles – what to stay away from</i>▪ <i>Confidential Memorandum – how much to include?</i>▪ <i>Which buyers to avoid - finding the “perfect buyer”</i>▪ <i>Obtain a solid Offer To Purchase versus Letter Of Intent</i>	<i>Karin Neumann</i>
11.30	SBA Lending – What To Watch For!	<i>Phil Martin, VP 44 Business Capital</i>
11.50	<i>Break & Individual Valuation Advisory Session</i>	
12.10	Deal Structure - To Really Get What You Negotiated For <ul style="list-style-type: none">▪ <i>Protect your liability exposure on the seller note</i>▪ <i>Maximize cash with royalties, license fees, other</i>▪ <i>Deal with Uncle Sam – and how to do it best!</i>▪ <i>Avoid these five mistakes</i>	<i>Achim Neumann</i>
12.30	<i>Close – Working Lunch & Individual Valuation Advisory Session</i>	

ANA is a leading M&A and Business Brokerage firm headquartered in NJ with office locations along the Eastern Seaboard supporting privately held companies in the business transfer process. The company does not provide an individual screening process on the buy or sell side at its seminars and will only provide specific individual support for an exit strategy and buyer marketing after it has entered into an engagement agreement with a particular business owner.