

News Release

FOR IMMEDIATE RELEASE

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How to Buy or Sell a Business Conference January 31 in Boyne City

BOYNE CITY, MI– It's been estimated that only five percent of attempted business sale transactions are successful and this conference on January 31 in Boyne City is targeting the small business owners least likely to have the resources or be adequately positioned to successfully complete these lengthy and difficult transactions. How to Buy or Sell a Business will run from 9:00 am to 2:30 pm at the Boyne City Hall, 319 North Lake St. Registration will begin at 8:30 am. The conference is being hosted by the Northeast and Northwest Regional Centers of the Michigan Small Business Development Center (SBDC), in partnership with the MEDC's Michigan Main Street Program.

Intended for new and existing business owners who are looking to purchase or sell a business, as well as accountants, attorneys, business brokers, financial planners, CEOs and CFOs; this conference will be presented by a team of experts including MI-SBDC specialists, small business owners, accountants, lenders, and attorneys. It will conclude with a single panel discussion allowing time for networking with the speakers and presenters.

In addition to the steps to successfully buying or selling a business, conference participants will learn about:

- Post-acquisition planning, change management, and company culture
- Tax implications, retirement, and estate planning
- Positioning your business to sell
- Basics of valuations, due diligence, and financing
- Transition planning

The cost of the conference is \$75. Michigan Main Street members can register at a reduced rate by emailing or calling the Northwest MI-SBDC Regional Center at sbdc@networksnortwest.org or 231-929-5060. More information about the conference and online registration are available at SBDCMichigan.org. Pre-registration is preferred; however, walk-ins will be welcomed.

The Michigan Certified Development Corporation (MCDC) is the MI-SBDC's statewide sponsor of all How to Buy or Sell a Business conferences in Michigan. MCDC is a non-profit corporation authorized by the U.S. Small Business Administration (SBA) to provide SBA 504 financing and 7(a) Lender Services throughout Michigan.

(MORE)

About Michigan SBDC

The Michigan Small Business Development Center (MI-SBDC) provides expert assistance at no cost to entrepreneurs looking to start or grow a business. The Northwest Michigan Regional Center is hosted by Networks Northwest and serves the ten county region including: Antrim, Benzie, Charlevoix, Emmet, Grand Traverse, Kalkaska, Leelanau, Manistee, Missaukee, and Wexford counties. For more information, go to: sbdcnorthwest.org.

The Michigan SBDC State Lead Center is located at Grand Valley State University, Seidman College of Business, in Grand Rapids. Michigan small business owners may access the Michigan SBDC services by contacting 616-331-7480 or SDBCMichigan.org.

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NOTE to Media: Images are oftentimes available upon request by e-mailing Dan Boss at dan.boss@networksnorthwest.org and stating preferences for resolution (300 dpi?), file format (.tif? .jpg?) and file size (1MB or less?). Or, phone (231) 929-5047. Check our online Media Room at: networksnorthwest.org/media

Founded in 1974, Networks Northwest facilitates and manages various programs and services for the 10 county region. These programs include Northwest Michigan Works, Small Business Development Center, Procurement Technical Assistance Center, various business services, and many different regional planning initiatives in response to our communities' requests and needs. You will see the broad spectrum of workforce, business and community services Networks Northwest offers if you visit our website, networksnorthwest.org

Networks Northwest's member counties are: Antrim, Benzie, Charlevoix, Emmet, Grand Traverse, Kalkaska, Leelanau, Manistee, Missaukee, and Wexford.