Exit Strategies

The Exit Strategies Series offers five fact-filled sessions designed to give you information on everything you need to know before deciding on when and how to buy or sell your business or engage in succession planning. Gather a wealth of information from the experts in each two-hour session.

- Business Valuation
- Business Sale Process
- Acquiring A Business
- Employee Stock Option Plans (ESOPs)
- Using Succession as an Exit Strategy

Course descriptions on reverse side.

Cost: Sessions are $49 each or $199 for the entire series.
Dates: Feb 16, Mar 15, Apr 19, May 17, and Jun 21
Time: 8:30am-10:30am
A light breakfast will be provided.
Location: Moss-Adams, 6565 Americas Parkway NE, Suite 600

This series is offered by the Dynamic Growth Business Resource Center in partnership with UNM Continuing Education and Moss-Adams LLP, Certified Public Accountants and Business Consultants.

About our UNMCE Instructors

Brent Carey, CFA, ASA
Business Valuation
Brent Carey founded Financial Strategy Group, Inc., with Susan Buchroeder in 2003, bringing more than ten years’ experience in business valuation and financial consulting to the firm. In addition to business valuation, his areas of expertise include complex financial analysis & management, and business planning. He holds the Chartered Financial Analyst (CFA) designation from the CFA Institute, and is an Accredited Senior Appraiser (ASA) in Business Valuation with the American Society of Appraisers. He is active in the CFA Society of New Mexico and is a frequent speaker on various business valuation and financial topics.

Dennis Houston
Business Sale Process; Acquiring a Business; Employee Stock Option Plans
Dennis Houston is CMA and president of True North Business Navigation Professionals. His executive career as a Controller, CFO, Vice-President, and corporate officer has spanned over thirty years and includes positions in private industry working at Envirco, Ktech Corp, and General Technology Corp. His career also includes working as a private consultant for mid-market business owners planning exit strategies and representing them in the sale of their businesses. He has supported Albuquerque Economic Development and the City of Albuquerque in local existing business development program efforts for the past ten years.

Michael Podolny
Succession Planning
Michael Podolny is the founder and President of The Podolny Group, Inc., a consulting business with offices in Chicago, IL and Albuquerque, NM specializing in assisting owners in getting the highest value from their businesses when they decide to exit.
Michael Podolny has over 35 years of experience working with business sale and succession issues. With a track record of having closed transactions with a value well over $500 million, he understands the realities of what it takes to get desired outcomes for business owners.

For registration questions
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Business Valuation
A primary task in building an exit strategy is business valuation. To make a data-driven decision, you’ll need to develop a data analysis plan in which you consider valuation standards and credentials as well as key valuation and risk factors. This session will offer valuation methodologies and calculations and examine the differences between valuation of companies and valuation of ownership interests.

- Valuation standards and credentials
- Valuation data and analysis
- Key valuation and risk factors
- Valuation
- Valuation of companies vs. valuation of ownership interests

Brent Carey, CFA, ASA

Business Sale Process
This session provides a comprehensive framework for selling your business. Take a look at the involvement of business brokers vs. investment bankers. Then ask yourself a series of questions to make sure you’ve covered all the bases. Who needs to be on the team? What’s your timeframe? What part of the business are you selling? Examine components like assets or stock. Consider the marketplace and explore what makes one business more saleable than another, then define your transaction structure including price and terms. This two-hour session is designed to save you time and effort in meeting your goal.

- The Selling Process: Business Brokers vs. Investment Bankers
- Creating a team to sell a business
- Timeframe for selling
- Key marketplace variables that make one business more sell-able than another
- Selling assets vs. selling stock
- Transaction Structure: Price and Terms

Dennis Houston

Acquiring a Business
This session provides a comprehensive framework for buying a business. Discuss reasons why you might want to acquire a business and strategies for financing your decision. Determine who needs to be on your acquisition team and a reasonable timeframe for acquiring a business. With your team, study the marketplace to determine which businesses might be best for acquisition, and remember to include related acquisition costs. Invest this time to gain valuable insight and get a head start on your goal.

- Why acquire a business
- Financing a business acquisition
- Choosing the best business for acquisition
- Setting a reasonable acquisition timeframe
- Forming the ideal acquisition team
- Evaluating related acquisition costs

Dennis Houston

Employee Stock Option Plans (ESOPs)
Have you ever considered an ESOP for your business? This session will give you the history and background of ESOPs while giving you a heads up on what it is and what it isn’t as well as the business characteristics needed before considering an ESOP for your company. In this session you’ll gain valuable information on the advantages and disadvantages and discuss the possible benefits to employees. You’ll hear success stories and gain access to resources that you can use after you leave the session.

- What it is and what it isn’t
- History and background
- Important business characteristics before having an ESOP
- Advantages and disadvantages to business owners
- Benefits to employees
- Success stories
- Available reference information and resources

Dennis Houston

Using Succession as an Exit Strategy
Have you ever thought about using Succession Planning as an exit strategy? This session explores the circumstances in which that would work as the best exit strategy. You’ll learn how to design a succession transaction that is win/win for owners and successors, then you’ll use a hands-on exercise to make sure that this plan will work for you. Build a timeline and progressive process for implementation.

- Circumstances which dictate succession as the best exit strategy
- Succession transactions that are win/wins for owners and successors
- Determination if a business can pursue succession as an exit strategy
- Designing a progressive process for implementation

Michael Podolny