

GET THE HELP YOU NEED



BUSINESS SUCCESSION

Iowa Small Business Development Centers

Iowa State University
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www.iowasbdc.org

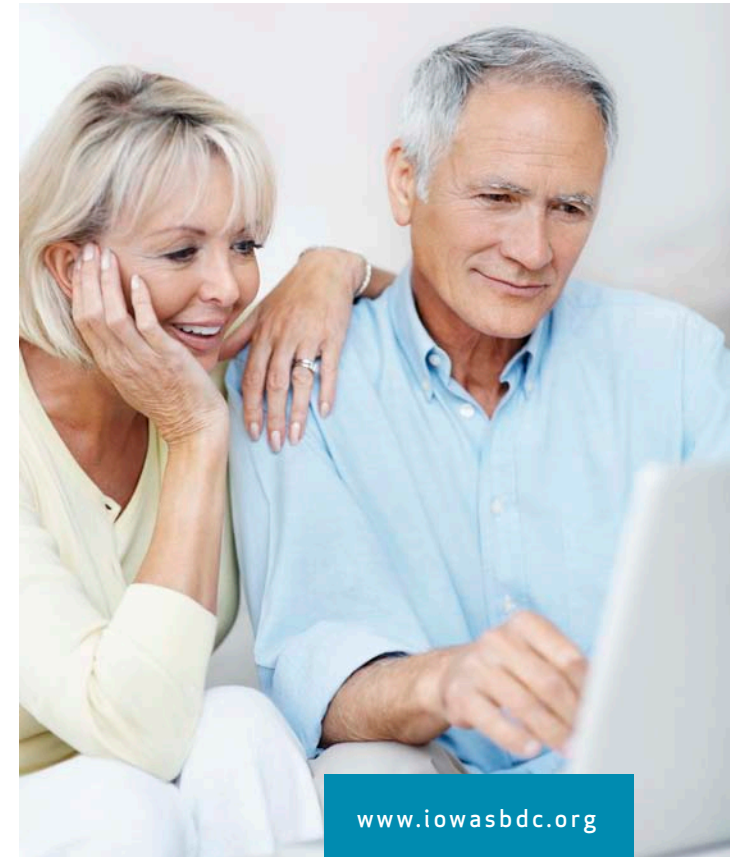
Workshop Locations & Dates:

Cedar Rapids - April 27, 2011

Emmetsburg - May 3, 2011

Davenport - May 18, 2011

PLAN FOR SUCCESSION - PUT *SUCCESS* IN SUCCESSION!



Assistance centers are located in:

Ames	Marion
Burlington	Mason City
Council Bluffs	Ottumwa
Creston	Sioux City
Davenport	Spencer
Dubuque	West Des Moines
Fort Dodge	Waterloo
Iowa City	

To find your nearest center, go to:
www.iowasbdc.org



Funded in part through a cooperative agreement with the U.S. Small Business Administration.

Reasonable accommodations for persons with disabilities will be made if requested at least two weeks in advance. Contact your local SBDC center or the State Office at 515-294-2030 to make arrangements.

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Business Succession workshops are being provided across the State of Iowa to educate business owners on how to sustain a company before and during the transition to new leadership.

About Business Succession

The Iowa Small Development Centers are leading an initiative designed to help Iowa business owners successfully transfer their business. This initiative is a statewide public/private partnership created to provide information and hands-on assistance to business owners who want to transfer their business to family members or sell their business to employees or outside interests.

Did You Know...

- Iowa has more than 100,000 small businesses.
- Over 25% are owned and operated by people 55 and older.
- Over 10% are operated by people 65 and older.
- Almost 600 businesses are owned by people 80 and older.
- Many of these businesses have no established plan of succession.

The Workshop

Topics will include:

- Positioning for selling
- Positioning for buying
- Transitioning the business
- Legal and tax implications
- Panel discussion

Registration

Business Succession workshops will be held from 9:00 am to 4:00 pm at various locations across the State of Iowa, with workshop check-in starting at 8:30 am. To find the workshop closest to you, see the back panel or go to the following web site:

www.iowasbdc.org/businesssuccession.aspx

You may register for the workshop at the web site above, or fill out a paper registration form at your nearest Small Business Development Center.

Cost: \$59 for first attendee from a company; \$29 for each additional attendee from the same company.

Lunch is provided. Pre-registration is required



The Next Steps

- Contact your local Small Business Development Center by visiting our web site at www.iowasbdc.org. Click on your region on the map for contact information.
- Explore personal objectives, family expectations, business strategy, and strengths and weaknesses.
- Coordinate your business succession team with help from the Iowa Small Business Development Centers.
- Create your business succession plan.

Local Contact Person

Kelly McCarty
Northwest Iowa SBDC
kmccarty@iowalakes.edu
Phone: 712-262-4213

Iowa Small Business Development Centers

Our 15 regional business assistance centers provide practical, hands-on assistance to all types of businesses, from start-ups to 500 employee firms.

We provide free, confidential, business counseling and affordable training workshops in all 99 Iowa counties.