



## BUSINESS SUCCESSION WORKSHOP

### AGENDA

5:00 pm - 5:30 pm

**Registration**

5:30 pm - 7:10 pm

**Welcome and Introductions**

*Small Business Development Center*

**Succession Landscape and Discussion of Case**

*Syverson Strege & Company*

**Family Business – Success Keys and Landmines**

- Family Dynamics/Business Dynamics
- Assembling a Team
- Succession Process - Action Steps

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**Selling to a Key Employee(s)**

- Approaching the Conversation
- Minimizing Risk
- Strategies

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**Selling to an Outside Interest**

- Preparing the Business
- Business Valuation Issues
- Marketing the Business

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**Summary Comments and Questions**

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**Break**

7:10 pm - 8:00 pm

**Facilitated Panel Discussion**

*Local Experts*