



# *Selling Your Business*

*You Have Spent Countless Hours Building  
Your Business; Now Get Top Dollar For The Fruits  
Of Your Labor*

**January 27, 2010  
From 11:30 AM – 1:00 PM**

**Sponsors:**

**FinOpStrat Advisors, LLC  
Chesterfield Department of Economic  
Development  
Mass Mutual Financial Group  
Perkins Law PLLC  
Greater Richmond SBDC**

**Registration Fee: "FREE"**

**Location:**

**Chesterfield Economic Development  
9401 Courthouse Road, Suite B  
Chesterfield, VA 23832  
"Lunch Included"**

**SPACE IS LIMITED AND PRE REGISTRATION RECOMMENDED**

**Panel of Presenters:**

**Thomas M. Mishoe, Jr. – Founder & President – FinOpStrat Advisors, LLC  
Roger Smith and Roger Smith – Mass Mutual Financial Group  
Eric Perkins – Business Attorney - Perkins Law, PLLC**

**Do you have an effective strategy to exit your business?  
Do you know how to prepare and position your business for a full value sale?  
How do you make the most of your sale proceeds?**

Tom Mishoe, Founder & President of FinOpStrat Advisors will be leading the panel of distinguished professionals providing you with valuable information about on effectively navigating the sale of your business.

The panel presenters will discuss the critical issues to enhance and maximize the price received in the sale of your business. Topics include, but are not limited to, documents and organization required prior to sale, specific financial, operational and management activities which will increase sale value, the sale process, due diligence activities, deal structuring and more.

**Former Attendees to Tom’s Presentation made the following comments:**

- “Very informative presentation & articulately communicated”- Financial Analyst & Investor
- “Tom’s presentation was excellent, I have 10-12 clients who should hear this - ”Fin. Planner & Bus Owner

**To Register:**

**Contact Jackie Carter at: (804) 783-9314 or Jackie Carter@grcc.com**

**U.S. SMALL BUSINESS ADMINISTRATION**

## **Who Should Attend This Presentation?**

This presentation is geared to the small to medium sized family-owned or closely-held business and the professionals who serve them. This material is highly appropriate for:

- Business Owners who expect to sell in the one to three years.
- Business Owners who need to sell quickly.
- New Business Owners who want to get off on the “right foot” in terms of starting and managing their new business.
- Business Owners who are interested in growing their business through acquisitions.
- Business Professionals who serve small to medium sized family-owned or closely-held businesses, including Attorneys, Accountants and
- Financial Planners. Business Professionals should bring their clients who are beginning to think about the sale of their business.

## **U.S. SMALL BUSINESS ADMINISTRATION**

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