

## Buyer's Workshop

A HALF-DAY SEMINAR FOR INDIVIDUALS WHO ARE INTERESTED IN BUYING A BUSINESS



### Common Questions From First-Time Business Buyers

- *Am I ready to be my own boss?*
- *Where should I start?*
- *What type of business is right for me?*
- *What skills/talents are needed for growth?*
- *What skills or personality traits do I possess/need?*
- *Am I being overly optimistic or pessimistic about my success potential?*
- *What is the best way to finance an acquisition?*
- *How do I keep employees and clients after an acquisition?*

Our informative **Buyer's Workshop** combined with an extensive **Entrepreneurial Assessment** will help you get on the fast path to entrepreneurial success.

### Buyer's Workshop

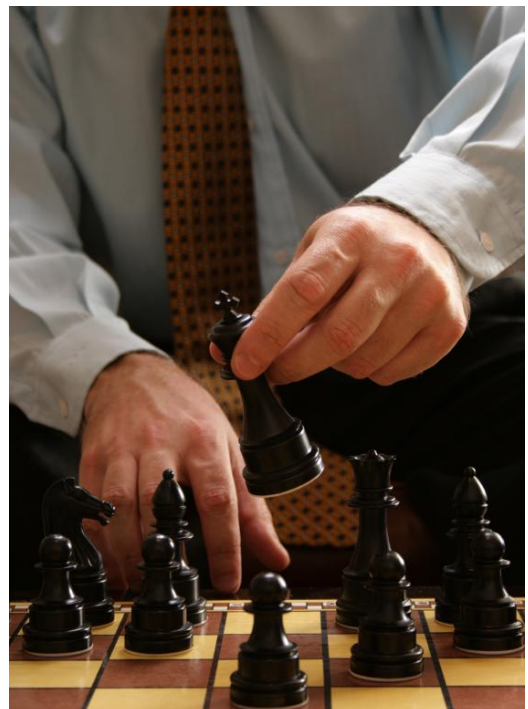
Our Buyer's Workshop focuses on the major phases of an acquisition.

- ❖ Start versus Buy opportunities
- ❖ Chicago acquisition market statistics
- ❖ Business-buying steps
- ❖ Planning your strategy and sourcing opportunities
- ❖ Evaluating acquisitions
- ❖ Determining EBITDA & value drivers
- ❖ Deal structures and calculating ROI
- ❖ Financing a deal

### Entrepreneurial Assessment

Assess your Entrepreneurial I.Q. and identify the type of business that best suits your personality and lifestyle.

- ❖ Comprehensive six-part assessment
- ❖ Assessments will identify your:
  - Cognitive skills
  - Vocational behavioral traits
  - Occupational interests
  - Ability to market your new business
- ❖ Results reviewed with an assessment expert



## Why Take an Entrepreneurial Assessment?

*“Buying a business for the first time without having inventoried your entrepreneurial strengths and weaknesses is like jumping out of an airplane without a parachute.”*

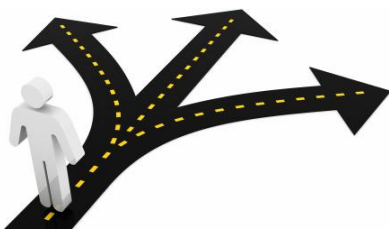
- Rosalind Resnick, CEO of Axxess Business Consulting

*“Purchasing a business is a significant investment, and new entrepreneurs cannot afford to leap before they look.”*

- Robert Tuchman, Author, *Young Guns, The Fearless Entrepreneur's Guide*

**Know the Risks** --- Acquiring a business is complicated and a major financial transaction for most buyers. An impartial industrial psychologist can take you through the results of your Entrepreneurial Assessment and help you understand what the results say about your abilities to take on the role of a business owner. This feedback helps you to understand the risks associated with buying a business for the first time and how you can avoid common new business owner mistakes.

**It's Important to Match your Needs and Abilities with the Right Business** --- Personality and intellect matter when it comes to being a successful entrepreneur, as countless studies indicate that entrepreneurs often have common qualities that lead to success. Your disposition, personality and cognitive assets will play a significant role in your ultimate success or failure. While Myers-Briggs created one of the first personality tests over 80 years ago, such psychometric tools have gone through five (5) generations of evolution and are now extremely sophisticated tools that can help you assure that you have the “right stuff” to be an entrepreneur before you commit your time, treasure and reputation.



### ASSESSMENT OUTCOMES

- 1- Improves probable “fit” of buyer to a business
- 2- Identifies how your skills will complement an existing staff's tasks
- 3- Highlights buyer's skills and natural strengths
  - *What type of business infrastructure matches my background?*
  - *Are my talents/temperament aligned with a business's needs?*

### Sign up today for the Buyer Workshop. Space is limited.

This workshop is for individuals seeking strategic guidance about becoming an entrepreneur. To learn more about the Buyer Workshop, including pricing and scheduled sessions, call **773-243-1603** and ask to speak with a business broker. You can also send us an e-mail at [cityofchicago@sunbeltnetwork.com](mailto:cityofchicago@sunbeltnetwork.com).