

Grow, Protect, Keep, and Exit

Growth

- Traditional growth methods
- Strategic acquisitions
 - Acquiring competitors
 - Entering new markets
 - Key infrastructure

Building a Business For Sale

- Contracts
- Managing Accounts Receivable
- Separating brand identity from owners

Protection

- Liens
- Waivers
- Warranties

Financial Management

- The importance of bookkeeping and tax planning
- Understanding cash flow

Valuation

- Business valuation methods
- NDAs
- Tax strategies
- Transition planning

Estate & Asset Planning

- Wills
- Trusts
- Succession Planning