

INCREASE THE VALUE OF YOUR LIFE'S WORK



Time • Value • Money

BUSINESS TRANSITION PLANNING AND VALUATION

Time.

So, what will you do with your business when “that” day comes?

Sell it? For how much and to whom? Will you pass it on to the next generation, or a group of key employees?

Is your business in a condition that will allow you to sell it or pass it on with success, or will you just sell down your inventory and close the doors?

A 2008 Gallup survey found 52% of small business owners plan on leaving their business in ten years or less; 30% in five years or less.



Do you know who will take over your business or when? No? Well, you're in good company - *but that might not be good for your company.*

Did you know it often requires as long as 3 to 10 years to correctly position a business for sale or transfer to a new owner?

It's a common issue - business owners don't want anyone to know they're considering leaving their business. That includes lenders, employees, customers, even friends and family. However, failing to plan for your exit can significantly limit your options when that day does come. Too often it means selling your business for less than you could have, not having a family member prepared to assume ownership, or maybe just closing your doors.

When a previously successful business closes, employees lose, communities lose, and the owners lose. Depending on your business or industry - and how you've operated your business in the past, it can take at least three years to position your business for a successful sale and up to ten years to prepare the business to transfer to the next generation.

Have you picked out *your* business successor yet?

Nebraska Business Development Center offers business owners “ABS” - Advanced Business Support. NBDC will, in a confidential and personalized manner, help you plan for the best possible outcome using a proven seven-step exit planning program.

So, how does it work? It's an elegant multi-year plan that is affordable and customized to your needs - and we work with you each step of the way. We'll meet with you, gather information about your business's history, your future goals, and your proposed timetable. We'll provide you with a professional business valuation to establish your operation's “Fair Market Value” as a starting point. Next we'll build a plan of action together and then provide the plan to your attorney and CPA to determine what adjustments might need to be made. You'll provide regular financial statements for analysis and reporting purposes so that we can monitor your progress and provide ongoing direction and recommendations to keep you on track. When it's time, we'll update your valuation and help you initiate your exit.

Value.

If you're selling, NBDC can assist the new buyer with a business plan, financial forecasts, and a loan package to complete your sale. If you're passing your business on to the next generation, we can help them with financing and ongoing strategic analysis to maximize their new opportunity, at no additional charge.

NBDC doesn't have extra services to sell to you. No insurance. No investments. We work with you, for you. We create your plan together, then we manage the process and direct the players for only one set of goals - yours.

ACTUAL CASE FILES: Thomas, the owner of Accelerator Motorsports¹ established a sales price for the purchase of his business by an employee shareholder. When a valuation was performed for the buyer, it was discovered that Thomas had left over \$500,000 of real value on the table. Great for the buyer; disastrous for Thomas. • Katherine owned Connect2 Networks¹ and wanted to sell her business. She was convinced it was worth far more than it really was. If Katherine had marketed her business for sale at her “estimated” value, it would have cost her tens of thousands of dollars in unsuccessful advertising, lost customers, and never have resulted in a sale.

¹Business and owner names have been changed to protect confidentiality

There are many reasons why you *need* to know what your business is really worth. Exit planning is only one. Trying to guess the value or use a “rule of thumb” will cost you money.

Nebraska Business Development Center offers comprehensive and limited business valuations statewide. Each valuation is customized to the individual scope of the project, the industry, location, and market place.

NBDC’s extensive resources are available to ensure your valuation is professionally researched and prepared, complete and timely. Not only do we have access to industry leading business transaction databases, we have premium market research sources, geographical information study capabilities and excellent reference material. Our analysts have consulted with thousands of business owners and entrepreneurs and many are certified as Economic Development Finance Professionals by the National Development Council.

All comprehensive and limited business valuations are prepared to comply with the standards of the Institute of Business Appraisers and the National Association of Certified Valuation Analysts.

Money.

Business Valuations for:

SBA Loan Packages
Traditional Bank Loans
Business Expansion
Buying a Business
Selling a Business
Estate Planning
ESOP Tax Reporting
Buy-Sell Agreements
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NEBRASKA BUSINESS
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Wait, There's More.



Are you a business owner or a lender?
Are you a community leader, a chamber director,
or part of an economic development council?
NBDC has the services you need to position your
business interests for success, now and in the future.

ADVANCED BUSINESS SUPPORT

It's more than just counseling or coaching. It's real-world solutions to real business and development challenges. NBDC offers statewide products and services that no other organization can. For many clients, early interaction with NBDC is the key to maximizing their business's opportunity and value.

- BUSINESS VALUATIONS
- EXIT AND TRANSITION PLANNING
- BUSINESS START-UP PLANNING
- STRATEGIC PLANS
- MARKET RESEARCH & PLANS
- SBA & BANK LOAN PACKAGING
- FINANCIAL ANALYSIS & PROJECTIONS
- BID & WIN GOVERNMENT CONTRACTS
- MANUFACTURING PROCESS IMPROVEMENT
- POLLUTION PREVENTION & INFORMATION
- ON-SITE TECHNOLOGY TRAINING
- WEBSITE DEVELOPMENT
- LEADERSHIP & MANAGEMENT TRAINING
- BUSINESS SEMINARS & WORKSHOPS
- BUSINESS RESOURCE LIBRARY
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