

BUSINESS OWNER SUCCESSION STRATEGIES

Venture Connect in partnership with the Province of BC and Community Futures BC is offering Business Succession Planning Workshops in at least 30 communities around BC.

THINKING OF SELLING YOUR BUSINESS IN THE NEXT FEW YEARS?

Over the next few years about ¼ of all BC Businesses will go on the market for sale. In years past, the population growth and demographics easily supported new buyers to take over these businesses. This is no longer the case. The entrepreneur shortage is expected to last for the next couple of decades which will place many British Columbia businesses and communities at risk, especially rural communities.

Research shows the average time to sell a business is growing – and growing quickly. In 2006 it was 7.9 months and now this has grown to a year or longer. A CIBC study concludes the owners of half of all small and medium sized businesses in Canada are set to retire over the next decade. It's clearly a buyer's market and expected to stay this way for years to come.

- Who will buy all these businesses?
- More importantly, who might buy your business?
- And what can you do to improve your return from a sale?

Get the information you need
to plan and prepare for your desired succession

BUSINESS OWNER SUCCESSION STRATEGIES WORKSHOP

- Understand your exit options.
- Ensure your business gets exposed to the right target market.
- Maximize its value when you sell.

KELOWNA

You're Invited

Wednesday, June 11
Noon—1:30
Lunch Served

**Community Futures
210-1726 Dolphin Ave.
Kelowna**

No Charge
Seating Limited

Call to
Register:
250-868-2132

More info:
ventureconnect.ca



Your host, Darrell Goertzen is pleased to share with you the information you need to prepare to achieve your desired business succession. His knowledge, creativity and breadth of business experience with business owners through his role as a Business Advisor for Venture Connect.

Darrell's background includes experiences in the corporate world across Canada and the US, as well as being a business owner in 4 different companies. He has started several small businesses and successfully transitioned them to new ownership. His corporate executive experience includes mergers & acquisitions, business development, marketing & sales and he has led business units in BC, Ontario and New York. He has also been a business coach, strategy and business planning consultant and seminar leader for business owners. Darrell also serves on several private boards and has been actively involved with Junior Achievement and other mentoring programs.



"Business Owner Succession Strategies Workshops
are funded in part by the Province of BC."