

# EXIT PLANNING: Preparing, Valuing, Timing & Executing the Sale of a Business



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## Register online:

[www.gpmlaw.com/registration](http://www.gpmlaw.com/registration)

## Register by phone:

612-889-5848

## Date & Time:

Thursday,

September 22, 2011

7:30 a.m.

Continental Breakfast

8 - 9:30 a.m.

Panel Discussion

## Location:

Falcon Bank Building

Atrium

1010 W. St. Germain Street

St. Cloud, MN

**We look forward  
to seeing you!**

## The Central Minnesota Business Transition Advisory Group invites you to a complimentary seminar on Business Succession Planning.

### It's All About You, Your Business and Your Future:

Do you know when and how you will sell your business to gain the retirement you want? The most significant financial and personal event of your life will likely be your transition into retirement. With that is the transition of your privately held business to a new owner.

When surveyed, only 40 percent of former business owners felt they had successfully transferred their business. Only 10 percent felt they got anything close to fair market value for it. Yet 84 percent said they were depending on the sale proceeds to finance their retirement.

Undoubtedly, the business transition process is a journey. It needs a starting point, a destination and a clearly defined roadmap. Its success is your future.

This seminar, presented by the Central Minnesota Business Transition Advisory Group, is a panel discussion. The leaders will present the primary issues you'll need to address to successfully sell your business and preserve your retirement.

### Seminar Panel:

**Paul Radeke – Financial Advisor, KDV Wealth Management, LLC**

“How to Calculate the Funds Needed to Maintain the Desired Post-Closing lifestyle.”

**Barry Kirchoff – Director, Small Business Development Center, St. Cloud State University**

“How to Prepare Your Business to Receive Maximum Value at the End of Sale.” (Value drivers and value detractors.)

**Steve Kutscheid – Attorney-at-Law, Gray Plant Mooty**

“The Sale Process – Economic, Legal, Psychological.”

**Dan Mulvaney – M&A Specialist, Sunbelt Business Advisors**

“The Marketplace: Valuation, Transaction Structures and Buyer Expectations”

### By the end of this seminar you will be able to:

- Assess where you are in the transition process.
- Define gaps that need to be filled.
- Start outlining a viable transition plan.

## The Central Minnesota Business Transition Advisory Group's Panelists

### **Paul Radeke**

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**Paul Radeke** is currently serving as COO of KDV. He is the primary interface for clients receiving investment counseling and personal financial planning. Paul's team serves as the source for all customer inquiries and services. As Wealth Management Director, Paul's focus is on continually enhancing client service initiatives and business development strategies for the firm. He also serves as a member of the KDV Wealth Management Investment Committee, adding his insight to portfolio strategy. KDV offices are in St. Cloud and the Twin Cities Metro area of Minnesota

### **Dan Mulvaney**

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**Dan Mulvaney** began with Sunbelt in 2004 and has been the Sunbelt Midwest Region's #1 producer since 2005 with over \$200 million of M&A transactions throughout his career. Dan is a CPA (inactive) with an accounting degree from St. John's University (Minnesota) and an MBA from Carnegie Mellon University. His twenty years of corporate experience includes numerous executive positions including CFO, COO and Board Director in a variety of manufacturing and service industries. Sunbelt is the world's largest sell-side M&A advisor, with 250 offices worldwide including two in the Twin Cities with 20 professionals.

### **Barry Kirchoff**

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**Barry Kirchoff** joined St. Cloud State University in November of 2006. Barry brings over thirty years of business management experience to the college. His business background includes retail, route and warehouse distribution, human resources and training. Barry is a retired Command Sergeant Major from the United States Army Reserve and holds two degrees from St. Cloud State University, a Bachelor of Elective Studies degree focusing on Business and Psychology and a Master of Science degree in Human Resources Training and Development. Barry is also a National Development Council certified economic development professional.

### **Steve Kutscheid**

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**Steve B. Kutscheid** is a shareholder at Gray Plant Mooty and is co-chair of the firm's Mergers & Acquisitions practice group. He is based in the firm's St. Cloud, Minnesota office and concentrates his practice in mergers and acquisitions and tax law, including federal, state, and local tax controversies. Steve has vast experience in business-related legal consultation and representation, including advising on succession planning, entity formation, capitalization and financing, facility development, operations, contracting, strategic planning, corporate governance, acquisition planning, and mergers and joint ventures.