

Class Description

Friday, July 30, 2010

Course #335

Maximizing the Value of the Privately Held Company

(8 credit hours) | 8:00am-5:30pm

Instructor: *Darrell Arne, CBI*

This course discusses how value is measured and created by understanding why "cash is king"; how the cost of capital is computed; benchmarking methods that pinpoint opportunities to maximize business value; identifying the value drivers of the business and the 100 strategies to maximize business value. Additionally, you will evaluate specific value-added services that financial consultants and business intermediaries can provide to maximize business value at the "deal stage" when a business is sold. **IBBA Courses #210, #220 and #221 are prerequisites, or equivalent business valuation experience.** * NASBA approved course.

About the Instructor

Darrell V. Arne has been a CPA since 1974, which included eleven years with the public accounting firms of McGladrey & Pullen and KPMG. He holds designations as an Accredited Senior Appraiser (ASA) in business valuation with the American Society of Appraisers, a Certified Business Intermediary (CBI) with the International Business Brokers Association, and a Certified Merger & Acquisition Advisor (CM&AA) with the Alliance of Merger & Acquisition Advisors.

Before 07.02.10

After 07.02.10

TABB Member - \$275

Non-Member - \$325

TABB Member - \$325

Non-Member - \$375

Location

Texas Ski & Ranch • 6700 I-35 North • New Braunfels, TX 78130

Attendee Information

First Name: _____ Last Name: _____

Company: _____

Address: _____

City: _____ State: _____ Zip: _____

Phone: _____ Fax: _____ Email: _____

Payment Information Registration Fee – includes lunch

Fee = *per person, per course*

TOTAL (from checked course above): _____

Check (payable to TABB)

Visa

MasterCard

Amex

Credit Card #: _____ Expiration Date: _____

Cardholder Name: _____ Signature: _____

Please return this completed form via fax to 512-495-9031 no later than July 19, 2010.

Texas Association of Business Brokers - 823 Congress Avenue, Suite 230 - Austin, Texas 78701 - www.tabb.org - www.tabbmembers.org

For questions, please contact Jennifer George at jgeorge@eami.com or Stephanie Bulak at sbulak@eami.com or call 512-479-0425.