



**DREAMS COME IN ALL SHAPES AND SIZES.  
WE'LL HELP YOU FIND YOURS.**

# BUYING A BUSINESS

**A COMPREHENSIVE BUYER'S SEMINAR**

February 8, 2007

3:00 pm – 6:00 pm

The Commons Center

Austin, TX

Sponsored by:

**Comerica Bank**



GRAVES DOUGHERTY HEARON & MOODY

**WELLS  
FARGO**



**Corporate Investment**  
BUSINESS SALES & ACQUISITIONS

# TODAY IS THE RIGHT TIME TO FOLLOW YOUR DREAMS.

## SEMINAR DETAILS

More and more people want to buy a business and become an entrepreneur. But how do you search for the right business that matches your skills? How much will it cost? How do you value a business? What are the legal issues in a business purchase? Where will you get the money?

Looking for answers to these and other issues ?

## BUYING A BUSINESS

### A COMPREHENSIVE BUYER'S SEMINAR

#### YOU WILL LEARN:

- How to search for a business that matches your skills
- Planning for the tax and legal issues of your business entity
- How to value a business
- Purchase contract, due diligence – legal issues of the purchase
- Financing the business purchase – SBA guidelines

FEBRUARY 8, 2007

THE COMMONS CENTER (BURNET RD @ BRAKER LN)

3:00 PM – 6:00 PM, FEE: \$65

3:00 Introduction	Phillip Wilhite – Corporate Investment
3:05 Business Acquisition Search	Phillip Wilhite – Corporate Investment
3:35 Legal and tax planning – structure	Winston Krause – Krause & Associates
4:10 Business Valuation	Larry Schumann – Corporate Investment
4:50 Purchase Agreement and Due Diligence	Thomas Queen – Graves Dougherty Hearon & Moody
5:25 Financing the Business Purchase SBA Roundtable	Doug Kuentler – Wells Fargo Bank John Park – Comerica Bank Tab Fowler – ABC Bank
5:50 Questions and Closing Comments	

CALL US TODAY AT (512) 346-4444  
TO RESERVE YOUR SEAT!



## FEATURED SPEAKERS



LARRY SCHUMANN, CBI, BCB

As he ascended to CEO of a NYSE listed Company, Larry participated as the buyer or seller in nineteen merger & acquisition transactions, of companies with sales from \$2,000,000 to \$250,000,000. With over 25 years of actual deal-making experience, Larry brings an in-depth understanding of the dynamics of the merger & acquisition process to his sell-side engagements, resulting in maximum value to the business owner. Larry currently serves as Vice President of Education for the Texas Association of Business Brokers, and is an active speaker on mergers and acquisitions.



PHILLIP WILHITE, CBI, BCB, M&AMI

As an entrepreneur who built and sold a successful wholesale distribution business serving the grocery industry in 16 states, Phil understands the business sale transaction from both the buyer's and seller's perspective. His "Big 8" public accounting experience, and stint as a CFO of a regional construction firm give him the background to understand the financial and operational drivers of mergers and acquisitions. Phil is an active speaker and writer on business transaction and valuation topics, and received the industry's highest designation, Merger & Acquisition Master Intermediary, in 2005.



WINSTON KRAUSE, JD

20 years experience practicing tax law, including transactional practice in which income taxes constitute a material factor, executive compensation and equity, and devising unique tax strategies. Winston has given numerous presentations on merger and acquisition tax planning and strategy.



THOMAS I. QUEEN, JR.

Thomas Queen joined Graves, Dougherty, Hearon & Moody's Corporate & Securities section in 2002. His practice focuses on mergers and acquisitions; public and private securities offerings; private equity and venture capital transactions; technology and software licensing; corporate governance and employment issues; and various corporate finance activities.

JOHN PARK

Comerica Bank

TAB FOWLER

ABC Bank

DOUG KUENTLER

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