



The Westmoreland Chamber of Commerce

presents



The Business Succession Planning Seminar Series

This four part series will assist business owners in developing a Business Succession Plan. The seminars are targeted towards business owners and decision makers and is pertinent for Private or Closely Held Corporations, Partnerships, Joint Ventures and Sole Proprietors.

All Seminars will be held at The Four Points Sheraton in Greensburg.

There is no fee to attend, however registration is required.

~ The Seminar is open to Members and Non-Members ~

◆ **September 23, 2008** **8:00 - 9:15 am**

“Business Succession Planning - Don't Leave Home Without It”

- Overview of the topic of business succession planning, and why it is so important
- Focus on the many possible circumstances where planning is critical
Ex: death, retirement, disability, divorce, bankruptcy, etc
- Anecdotes and horror stories of what happens when you fail to plan

◆ **October 14, 2008** **8:00 - 9:15 am**

“Structure of the Agreement”

- Pre-drafting considerations
- Specific provisions of the agreement
- Common mistakes in drafting the agreement

◆ **November 12, 2008** **8:00 - 9:15 am**

“Business Valuation Essentials”

- Valuation Approaches and Methods
- Discounts and Premiums
- Common Pitfalls and How to Avoid Them

◆ **December 10, 2008** **8:00 - 9:15 am**

“Funding the Succession Agreement”

- Factors in making the funding decision
- Funding Options
 - Insured Funding
 - Non-insured Funding



The Presenters:

* **David Rockman** is a Member of **Eckert, Seamans, Cherin & Mellott, LLC**, a Pittsburgh area based law firm with expertise in a broad range of business service areas. A graduate of the University of Virginia School of Law and a member of Eckert Seamans' Litigation Practice Group, Dave regularly counsels large and small business clients on contract issues and litigation risks.

* **John H. Prorok** is a Partner with **Maiello, Brungo & Maiello, LLP**, practicing in the areas of real estate, corporate and business law. John's experience in commercial litigation provides him with an invaluable understanding of corporate client's needs in business planning, corporate formation and contract negotiations.

* **Maryann White** is a Certified Public Accountant and holds the AICPA's Accredited in Business Valuation credential. She is the managing partner of **Kelly, Sparber, White & Associates, LLC**, a CPA firm located in Latrobe. Maryann, with over 18 years of experience, specializes in small business valuation, tax and consulting services.

* **Tom Planinsek** is the Financial Advisor at **Graham Insurance Group Inc.**, Nationwide Securities in Jeannette. Tom possesses his Series 7, 65, 63 and Life, Health and Accident licenses and has earned the designation of a Chartered Retirement Planning Counselor (CRPC) from the College for Financial Planning.

----- **Business Succession Planning Seminar** -----

Company _____ Phone _____

Name(s) _____

Email _____

I/We will be attending: ___ Sept 23 ___ Oct 14 ___ Nov 12 ___ Dec 10

Fax completed form to WCC office at 724-837-7635. Register online at www.westmorelandchamber.com