



Business Sale Strategies & Design

In-Person Training with
Bob Ward

President, WARDDEN LLC dba
Perpetual Business



Most business owners will not get paid for their life's work. Sadly, about 85% of businesses do not survive the departure of their current owner, whether by death, disability, or retirement. Why? Because there's no plan.

Discover how yours can become a Perpetual Business. That is your ultimate objective. Attaining that status will allow you to realize your company's value, its continuity, and your business legacy. Through this class you will:

- a. Learn how to create a partnership culture (and your future buyer)
- b. Prepare your business for sale
- c. Understand valuation metrics
- d. Design a complete succession plan
- e. Become inspired by my real-world succession case studies

Attendees will learn about exit options, and will be given tools to start planning their own exit immediately. Anyone aspiring to become an owner, often key employees, are encouraged to attend.

With over 40 years of business management, start-up, and ownership experience, Bob uses his real-world experience to help small business owners throughout the United States and Canada to build profitable, dynamic businesses that will survive the departure of their owners, whether by death, disability, or more happily, a successful sale and retirement.

He is a nationally recognized expert in small business succession planning and facilitation.

Bob has the knowledge, skills, and tools that can elevate your company to become a "Perpetual Business."

Des Moines Chapter

Tuesday, February 1, 2022
 6:30-8:30pm
 TBD

Members: \$30
Non-Members: \$45
includes dinner
and training

For shop
owners and
potential
owners

Register at MWACA.org/events

Questions? 816.413.9800

Upcoming Events

MARCH 3-6, 2022
VISION Hi-Tech Training &
Expo