



## Do you run a small/medium size business in Nova Scotia? If so...

The Nova Scotia Tourism Human Resource Council invites you to a four hour workshop to help you understand more about Succession Planning for your business.

Many owners struggle when it comes to thinking about selling their business – there is uncertainty of the value of their business, how to plan for selling in the future or if their business can even be sold. If you are thinking of stepping away from your business, would like to know more about preparing to sell it, or just want to know what the options are for having family or others take over the operation, this is the workshop for you.

### Key Topics Include:

- Succession Planning 101 – What Does It Really Mean
- Valuing a Business – How to Determine the Value of Your Business
- The Selling Process – The Sales Process and Why Buyers Want to Buy Assets
- Increasing the Value of Your Business – How To Do It and Why It's Important
- Tax Implications, Selling Shares or Assets, Capital Gains Exemptions and More
- What Happens After the Sale – What Do You Do with Yourself and Your Corporation

This session will help you more closely examine where your business is now, where you want to be and strategies to help you reach your business and personal succession goals. Your Facilitator, Debi Peverill, is a Chartered Accountant with over 30 years of experience helping small business owners develop financially sound succession plans which keep more money in their pockets. Following a decade of work with national accounting firms, she opened her own business which specializes in working with owner managed small business in areas including accounting, audits, financial and tax planning. She is looking forward to working with you and providing tailored advice. *You will leave this workshop with resources that you can apply immediately to your business. The Workshop is based on Debi's new book – 'Can Your Business be Sold?' – Copies will be Available at the Workshop*

### Who Should Attend?

- Small/Medium sized business owners and managers interested in developing a strategic succession plan
- Owners interested in understanding their options for the future of their business
- Operators who want to ensure they reap the greatest value from their operation when the time comes to sell
- Family operated businesses who need to better understand options for taking over a family business

### Workshop Details – Register today to hold your spot!

March 13 <sup>th</sup> , 2019	Annapolis Royal Library
1:00pm-5:00pm	143 Ritchie Street, Annapolis Royal
Cost: TIANS Members \$99   Non Members \$199	

# Registration

Please complete the following form to secure your space at the Succession Planning Workshop on March 13<sup>th</sup> at the Annapolis Royal Library from 1:00pm-5:00pm, and return it by email or fax to: Lydia Williams, Fax: 902.422.0184. email: [lydia@tourism.ca](mailto:lydia@tourism.ca). Any questions can be directed to 902-496-7482.

<b>Name</b>	
<b>Business Name</b>	
<b>Are you:</b>	<input type="radio"/> TIANs Member (\$99) <input type="radio"/> Non-Member (\$199 - <a href="#">Join TIANs today and Save!</a> )
<b>Address</b>	
<b>Phone Number</b>	
<b>Email</b>	
<b>Website</b>	

## Payment Options

For your convenience, we offer the following Methods of Payment:

Amex  MasterCard  Visa  Diner's Club/Enroute

<b>Card Number:</b>	<b>Expiry Date:</b>	<b>3 Digit CCV:</b>
<b>Card Holder Name:</b>	<b>Signature:</b>	

*Cancellation Policy: Registration fees are non-refundable.*

Thank you for your registration!