

Business Connections



Create a roadmap to increase your company's cash flow and the size of offers you receive

3 Ways to Drive Business Value

With large numbers of Baby Boomers planning to retire, hundreds of local businesses will change hands in Metro Detroit over the next few years. 80% of businesses that go on the market don't sell because many owners aren't prepared, creating missed opportunities to reach their goals.

Prepare for the future—whether or not you're considering buying or selling a business, you'll need to know what actions to take and what to look for to ensure success down the road.

During our presentation, you'll learn:

- **Current market trends and predictions**
- **What is exit planning and why you need it**
- **The 3 ways to make your company more attractive to buyers**
- **The top 10 deal killers and how to avoid them**

About the Speaker:

Dawn Drozd is the CEO and Strategist for ClearVision Associates, located in Utica, Michigan. Since starting her firm in 2005, she's worked with hundreds of companies offering coaching and merger and acquisition services including valuation improvement, exit planning and broker services.

Dawn also authored *The Success Code*, which shares the nine principles proven to drive business success in any economy. She was inspired to write the book after interviewing over 50 Metro Detroit business owners, who against all odds, thrived during the Great Recession.



Realizing Life's Potential

www.jvsdet.org

Wednesday, September 27

7:30 - 8:45 a.m.

7:30 - Networking

7:50 - Presentation

8:30 - Questions

Light breakfast provided

JVS

29699 Southfield Road
Southfield, MI 48076

Guest Speaker:

Dawn Drozd



**No fee to attend, but registration is required. Please contact
Angela Bevak at abevak@jvsdet.org or 248-233-4482.**