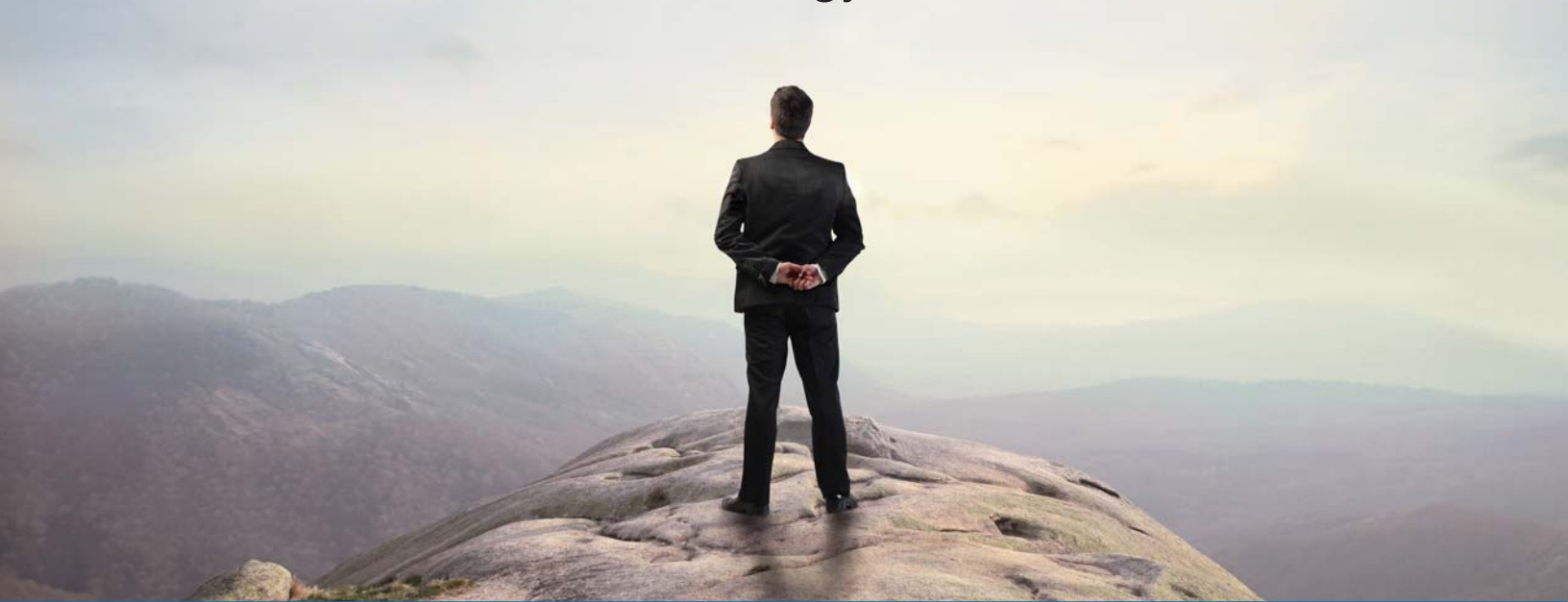


# CHANGE ANYTHING

## Growing Business Profits For A Successful Succession Strategy



## A FREE 2 HOUR WORKSHOP

### Addressing All Your Questions Regarding Business Growth & Succession Planning.

Remember when you were starting your business, the excitement, the fears, the dreams and aspiration? Those feelings might be a thing of the past, but they don't have to be.

Planning for your legacy and dream of passing your successful business on to the next generation, or selling it to an excited new buyer can rekindle those feelings all over again. Planning for your own succession can be exciting, fulfilling and quite profitable.

If you are inquisitive about just what it takes to design, plan and execute on your own succession then I invite you to join the eLuminate, Inc team of professionals as we take you on a brief two-hour journey through the steps and process of creating a succession plan.

This session will be interactive; you will meet other like-minded business owners and get to share your fears, frustration and excitement about your new life after the sale of your business. This seminar is unlike any other business seminar you have attended.

**September 21, 2016  
11am-1pm**

**Del Mar Doubletree Hotel  
11915 El Camino Real  
San Diego, CA 92130**

For additional info or to talk to an even organizer please contact:

Greg Voisen  
Phone: (760) 458-5583  
Email: [greg@eluminate.net](mailto:greg@eluminate.net)

For registration go to:  
[www.succession-architects.com](http://www.succession-architects.com)

# WORKSHOP HIGHLIGHTS

Let Us Help You Shape The Future Of Your Company

## PERSONAL CONCERNS

- A heart to heart discussion about your fears, concerns and apprehension of doing a succession plan.
- Making sure the successors have the skills and abilities to run the business successfully in your absence.
- Maintaining your place at the table in the business after your succession plan is completed.

## THE NECESSITIES

- The legal documents necessary for a smooth transition of your business (simple easy to understand language).
- Structuring the sale of your business, the possible tax consequences and how to avoid some of the pitfalls.
- How life insurance can play a role in securing the buy-sell agreement during the term of the sale

## THE HOW'S

- How long should a succession plan take during optimal conditions?
- How to identify the perfect buyer(s)?
- How to make sure you are paid for business (one of the most important things) and making sure the buy out is secure.
- How to conduct a comprehensive business valuation and what to look?
- How to grow your business profits prior to the sale and benefit from that strategy at the time of your succession plan.
- Recasting financial statements a vital methodology for gaining a true perspective of your business valuation.

## WORKSHOP SPONSORS



**Silvergate Bank**  
Rebecca Moore



**John Hancock Life**  
Matt Hudack



**Levit-Sachs CPA's**  
Victor Ramsauer



**ProExits**  
Bryan Smyth



**eLuminate Consulting, Inc.**  
Greg Voisen

# KEYNOTE SPEAKERS

Experts In Their Field, Helping You Identify And Reach Your Goals

## GREG VOISEN

Greg Voisen founder of eLuminate, Inc. and Inside Personal Growth. He is dedicated to assisting business owners find solutions that improve their organizational performance, while aligning the business team toward a common vision. His is often referred to as the “Business Sherpa” of the twenty-first century. He asks the right questions finding out the “why” behind what drives a business owner to success. He has a undergraduate degree from SDSU in Business Management and a Masters in Spiritual Psychology from University of Santa Monica. < [www.eluminate.net](http://www.eluminate.net) • [www.insidepersonalgrowth.com](http://www.insidepersonalgrowth.com) >



## BRYAN SMYTH, CPA, CFA, CEXP, CVGA ProExits LLC, Founder and Managing Member

Bryan is a Certified Exit Planner and Value Growth Strategist entrusted by owners of private companies to help them plan for the single most critical even of their financial lifetime- the exit or transition from their business. The process he follows reduces risk and maximizes value while transforming an income generating business into a wealth producing asset owners can monetize. Bryan helps his clients take control of the process and exit on their terms- when they want, for the amount they want or need and to the buyer of their choosing. < [www.proexits.com](http://www.proexits.com) >



## MATT HUDACK

Matthew has been with Manulife/John Hancock since June of 1986. He has been in the top 10 in production since 1994. He has also been awarded John Hancock’s Star of Excellence Award in 1994, 1998, 1999 and 2001. Matthew is a member of AALU, National Association of Insurance Financial Advisors, Financial Service Professionals, and the Orange County Estate Planning Council. < [www.johnhancock.com](http://www.johnhancock.com) >



## VICTOR RAMSAUER, CPA

Victor Ramsauer is the President and Shareholder of LevitZacks, Certified Public Accountants. As one of San Diego’s largest locally owned CPA firms serving the region for more than 50 years, LevitZacks’ clients benefit from more partner involvement, higher engagement team continuity, and unmatched technical breadth and depth from their audit and tax teams. LevitZacks’ in-house resources include two on-staff tax attorneys, an Accredited Senior Appraiser, Certified Fraud Examiners, forensic specialists, and the highest CPA to professional ratio of the top 20 firms in San Diego. < [www.lz-cpa.com](http://www.lz-cpa.com) >



## REBECCA MOORE

Rebecca Moore is a California native, raised in the LA beach cities of Hermosa and Manhattan. Along with her husband and 3 children, she’s been a North SD County resident for since 1988. She has served on numerous boards over the past decades and currently sits on the Board of the Carlsbad Educational Foundation and the Agua Hedionda Lagoon Foundation. Becky has been in the banking industry since 1981. She currently serves as the Vice President/Branch Manager of Silvergate Bank’s Carlsbad Branch, an employer who both supports and encourages her dedication to her community. < [www.silvergatebank.com](http://www.silvergatebank.com) >

