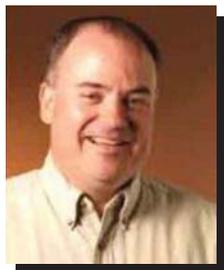


2015 Webinar Series

Monthly small business success topics in 30 minutes at no cost

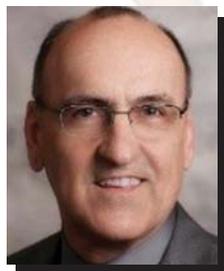


HOW YOUR WORKFLOW IMPROVES YOUR BOTTOM LINE

Presenter: Dick DuBois, Blind Spot

■ **Tuesday, Oct. 13, 2015 - 12pm (CDT)** ■ **Thursday, Oct. 15 2015 - 1pm (CDT)**

Many companies have developed workflow by trial and error. It has become "This is the way we have always done things." In time, sales targets change, how customers buy product and services change, etc. Did your workflow adapt to your customer needs? Have you considered documenting your current workflow? What is your company's future workflow? How would you like to modify it to be more effective and efficient?



HOW TO HARVEST MAXIMUM VALUE FROM YOUR BUSINESS

Presenter: Jerry Baltus, Baltus Group/AdviCoach

■ **Tuesday, Nov. 10, 2015 - 12pm (CST)** ■ **Thursday, Nov. 12, 2015 - 1pm (CST)**

Most business owners have spent their entire working career building their business into an asset that can substantially fund their retirement. But when that retirement time arrives, most aren't prepared or don't know how to go about a sale or transition that allows them to harvest the equity value they've built. Sure it make sense to do everything possible to create an exit plan that maximizes the sale value of that asset! But where do business owners go for information and advice on the factors and process that helps create a successful sale?



HOW TO USE BENCHMARKING TO INCREASE BUSINESS VALUE

Presenter: Don Noskowiak, B2B CFO

■ **Tuesday, Dec. 8, 2015 - 12pm (CST)** ■ **Thursday, Dec. 10, 2015 - 1pm (CST)**

Are you in a lifestyle business? Are you planning an exit? Regardless, how do you know if you are maximizing your benefit for the time and effort you invest? Learn how benchmarking your business can provide you with key indicators to measure your success and maximize the value you deserve.

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