You intend to sell your business to a family member, or members, of the next generation. Seems easy enough, right? But there are several elements of this eventual transaction that should be considered and planned for before the time of exit to ensure a smooth transition with no one left feeling slighted.

Join us for this members-only breakfast as a panel of experts share tips on how to execute the sale of a family business to a child while avoiding financial and familial fall-out.

**WHO SHOULD ATTEND?**

Owners & Founders • Family Members in Management • Next Generation Leaders • Business Faculty & Researchers

**MEET THE EXPERTS**

Marc Kramer
Executive-in-Residence
SJU Haub School of Business

Andrew Wilusz
Director, Mergers & Acquisitions
Value Management, Inc.

Jeffrey Glaser
Partner
Saul Ewing, Arnstein & Lehr, LLP

And more to come!

**WHAT WILL YOU LEARN?**
♦ What's the right price? Business valuation basics
♦ To gift or to sell? Financial considerations for each option
♦ How to handle children who are not involved in the business
♦ Shareholder agreements and buy and sell agreements and the importance of their creation during the transition process

**WEDNESDAY, SEPTEMBER 12, 2018**

**TIME:**
8-10:30 a.m.

**LOCATION:**
Saint Joseph’s University
Mandeville Hall | 5600 City Ave
Philadelphia, PA 19131

**REGISTRATION:**
https://sju.edu/ifbe/events/

2018 Partners

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