



# FAMILY BUSINESS DILEMMAS

Is your business and family ready for succession?

Will you fall prey to the most common mistakes made by family business owners?

Do you know how to maximize the market value of your family business?



CIBC  
Wood Gundy

Jerry Prucha, Investment Advisor at CIBC Wood Gundy, is pleased to host a morning discussion on **Family Business Valuation**, featuring keynote speakers, Mr. Howard Johnson, Managing Director of Veracap M&A and Mr. Tim Maloney, Managing Director of Newport Group Inc.

## At this unique event, the presenters will be discussing:

- The common mistakes and misconceptions of family business owners looking to transition their business for sale.
- The top 5 criteria used to maximize the dollar value of a family controlled business.
- Essential operational strategies used by today's business families.
- A new model which can be effectively used to assess the readiness of your family and business for transition.

**Wednesday, February 12<sup>th</sup>, 2014**

7:00 a.m. – 9:30 a.m.

**Courtyard & Residence Inn by Marriott Vaughan**, 150 Interchange Way, Vaughan, ON L4K 5P7 (Hwy. 400 and Hwy. 7)  
*A continental breakfast will be served.*

To reserve your seat, please contact Jerry Prucha, Investment Advisor at 416 369-8839 or [jerry.prucha@cibc.com](mailto:jerry.prucha@cibc.com).



### Tim Maloney

Tim Maloney has designed entrepreneurial programs that have assisted over 1,500 entrepreneurs in launching, growing and stabilizing family businesses, in addition to his focus on privately held business strategies.



### Howard Johnson

Howard is a Managing Director at Veracap M&A International. He advises business owners and executives on acquisitions, divestitures, financing and shareholder value initiatives. Howard is the author of several books on the subjects of business valuation and corporate finance.



### Jerry Prucha

Jerry Prucha is an Investment Advisor with CIBC Wood Gundy, who specializes in connecting family business owners' personal and business goals. Through extensive research and understanding of his clients' needs, Jerry custom tailors investment portfolios to achieve top returns while minimizing risk.