



PRESERVATION, SUCCESSION AND RETIREMENT STRATEGIES FOR BUSINESS OWNERS IN TOUGH TIMES

IT MAY TAKE YEARS TO LEARN THE **KEY TO SUCCESS** PRESENTED IN THIS ONE-DAY WORKSHOP. IF YOU ARE SERIOUS ABOUT ADVISING BUSINESS OWNERS AND PROFESSIONALS AND WISH TO UNDERSTAND HOW TO:

- **PROSPER** in a lucrative market;
- **EARN HIGHER RETURN** on time spent with clients;
- **ADVISE** Business Owners and Professionals in respect to Succession, Retirement and Estate Planning;
- **RECOMMEND** strategies and concepts to enable Business Owners and Professional to enjoy a high income in Retirement whether or not they keep, sell or liquidate their Business;
- **EXTRACT WEALTH** from the business in the event of retirement, illness or death of the Business Owner; and
- **EXPLAIN** complex technical concepts simply and effectively within an FSR compliant framework.

then this one-day workshop is for you.

Programme Outline

- **STATE OF THE MARKET: THE FINANCIAL PLANNING BUSINESS MARKET VALUE PROPOSITION IN AUSTRALIA – TOUGH TIME PLANNING**
- **ACCELERATING REVENUE GROWTH IN TOUGH TIMES**
- **BUSINESS PRESERVATION STRATEGIES IN TOUGH TIMES**
 - **REPOSITIONING THE BUSINESS**
 - **EXTRACTING WEALTH FROM A BUSINESS**
- **PLANNED BUSINESS RETIREMENT EXIT STRATEGIES IN TOUGH TIMES**
- **CONTINGENT BUSINESS EXIT STRATEGIES AND TRANSACTIONS IN TOUGH TIMES**
- **SPOTLIGHT ON INTERNATIONAL SUCCESS FACTORS**



WORKSHOP: PRESERVATION AND RETIREMENT STRATEGIES FOR BUSINESS OWNERS IN TOUGH TIMES

FORMAT: Case Studies, Tutorials and Group Problem solving and analysis

VENUE: Level 2, 3 Spring Street, Sydney

DATE: **23 April 2009**
21 May 2009, or
18 June 2009

PRICE: \$680 plus GST
including manuals, visuals and compliance operational guidelines

FURTHER INFO: Please visit www.ili.com.au for an agenda outline of the day

OPTIONS: Meals included

RSVP: Registration form at www.ili.com.au

ENQUIRIES Please contact **Melinda Wood** on 02 9251 3611