



WEBINAR: Succession In Design Firms: Major Issues and Pitfalls *Tuesday September 20, 2011; 12:00-1:30pm Eastern*

PRESENTER: Robert B. vanArsdall, a Senior Business Management Consultant with XL Design Professional, has been consulting on technical and management issues since 1983 and has acquired a wealth of experience in mergers and acquisitions, valuation, and internal ownership transition planning. He provides a special insight and expertise for businesses that have multi-disciplinary and multi-office organizations and has considerable experience in strategic and operations planning, quality process management, and firm valuation and succession planning. Bob has worked extensively with senior management to develop and implement strategies that enhance marketing performance, reduce operational costs and facilitate alignment between customer and operational needs.

DESCRIPTION: The first Baby-Boomer reached 65 years old January 1 of this year. The Baby-Boom retirement is creating – and will continue to create – unprecedented changeover in business across the US and Canada. The principals of most design firms are over the age of 55, and hope to be able to retire sometime before they are 70. What does succession mean for design firms?

LEARNING OBJECTIVES:

1. Learn what it takes to own a design firm, and what it takes to buy or sell one internally.
2. Understand the components of value in a typical design firm.
3. Discover why an “orderly succession” is good for the value of the firm.
4. Ascertain what a typical timeline and buyout entail.

COST: \$85.00 for a single connection, allows an unlimited number of participants in your listening audience. You have the choice to connect at your desk or in a conference room, allowing for multiple participants with a single connection.

REGISTRATION DEADLINE: Friday, September 16th

CONTINUING EDUCATION CREDITS: After the program, upon receipt of your *Online-Attendance submission*, a group Certificate of Completion will be emailed to you. Architects, Engineers, and other professionals may be able to earn 1.5 continuing education credits for their participation in this program.

ARCHITECTS: PLAN is a registered provider with the AIA Continuing Education System (AIA/CES). This 1.5 hour program offers 1.5 LU hours, which will be reported directly to the AIA/CES for AIA members. For individual states’ licensing boards, it is the Architect’s responsibility to determine whether this activity meets the various guidelines set forth by those state boards where he/she is registered.

ENGINEERS: Contract Solutions Group (CSG) is a national provider of continuing education to design professionals, and will provide engineers with documents for use in meeting engineering CE requirements, including 3 of the states that require pre-approval of providers offering PE continuing education credits: **Florida, Indiana and North Carolina**. This program subject matter does not qualify for NY Credits.

Contact CSG for more information on Continuing Education or technology questions:
(206) 463-7487 or clientservices@contractsolutionsgroup.com



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REGISTRATION

COMPANY NAME: _____

COORDINATOR* NAME: _____

TELEPHONE #: (____) _____ COORDINATOR EMAIL _____

ADDRESS: _____

CITY: _____ STATE: _____ ZIP CODE: _____

PLAN INSURANCE AGENCY: _____

Your email address is required. Our partner, **Contract Solutions Group (CSG)**, a national Continuing Education provider to design professionals, will be managing the webinar and will be confirming your registration by email. Due to heavy use of spam filters, when you receive the confirmation email, we ask that you reply/return receipt so we are assured you'll successfully receive the second email with the Connection Instructions sent 2 days before the program date. If your firm filters incoming email, please add contractsolutionsgroup.com to your list of approved senders so we are assured you'll receive both emails. ***Coordinator (above)** is the person who will coordinate the group at your office and who will receive the connection instructions email, print out the program materials, etc.

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Cancellation / Refund Policy: All cancellations must be received by September 16th and are subject to a \$25 administrative fee. Sorry, no refunds for no-shows or cancellations received after September 16th.

SEND COMPLETED REGISTRATION FORM WITH PAYMENT TO:

EMAIL: CLIENTSERVICES@CONTRACTSOLUTIONSGROUP.COM

FAX: (206) 463-7488 MAIL: CSG, PO Box 775, VASHON, WA 98070

Questions? Contact Ingrid at (206) 463-7487 or at the above email address.