

Ownership Transition Starts with the Right Design

Let Our
Experts Help!



Dannible/McKee and Associates, Ltd. presents

The Most Intensive, Comprehensive One-Day Seminar on:

SUCCESSFUL OWNERSHIP TRANSITION PLANNING

FOR THE DESIGN PROFESSIONAL

A unique seminar developed for partners, shareholders and associates in architectural, engineering and planning firms who need to value their firms for sale, acquisition and/or merger.

Register online at www.dmconsulting.com/seminars
or call 1-315-472-9127



This program is registered with both the RCEP and the AIA and qualifies for 6.5 PDHs for Engineers (except in NY & FL) and 7 LUs for Architects.



WHAT TO EXPECT

Seminar Overview

Ownership transition is often one of the least considered aspects of managing a firm, yet it is the most critical in terms of realizing one's personal retirement goals and preserving the business for the next generation. Architecture, engineering and design firm owners who fail to plan properly on ownership transition, are leaving their firm exposed to the potential for undesirable outcomes – including significant loss of firm value, brand equity deterioration and loss of market position.

A smooth and effective ownership transition plan requires advance planning and regular reviews. This seminar is designed to provide objective guidance for the design professional involved in ownership transition. It will comprehensively analyze and present the strategies used in ownership transition, and will explore in detail the proper methodologies for valuing a design firm.

This seminar also offers in-depth coverage of the use of Employee Stock Ownership Plans, recapitalizations, leveraged buy-outs, non-statutory deferred compensation plans - and more, to achieve your goals in ownership transition planning.

At this seminar, you will learn about:

- » Understanding Your Firm's Financial Statements and Financial Ratios
- » Methods of Valuing Your Firm
- » Techniques for Transferring Ownership
- » Income and Estate Tax Considerations
- » Ownership Succession and Transfer of Control
- » Funding the Transition Plan
- » Choosing the Proper Buy-Sell Agreement
- » Mergers and Acquisitions

BONUS:

- » You will receive, in advance, an in-depth actual case study which will be reviewed in detail at the seminar.
- » You will receive a glossary of financial terms and ratios to be used in valuing a design firm.
- » You will be presented with factual examples which will draw the techniques of transfer, funding and valuation into true perspective.
- » You will study the differing viewpoints of a purchasing associate from the owner selling his or her interest.
- » You will be provided with additional written material that elaborates on the lecture presentation.

ABOUT DANNIBLE/MCKEE AND ASSOCIATES, LTD.

Dannible/McKee and Associates, Ltd. has gained national recognition as one of the leading consulting firms to the A/E industry. For over 39 years, our consultants have worked with A/E firms throughout the country in determining the fair market value of their firm, developing creative strategies for ownership transfer and establishing buy/sell agreements among the owners to ensure success in the ownership transition process.

Our Services:

- Valuations of A/E Firms
- Ownership Transition Plans
- Mergers and Acquisitions
- Incentive Compensation Plans
- Buy/Sell Agreements
- Benchmarking/Financial Analysis

MEET THE EXPERTS



MICHAEL J. REILLY, CPA/ABV, CVA, CFF, CDA is president of the firm, Dannible/McKee and Associates, Ltd. He is a Certified Valuation Analyst, Certified Design Accountant, Certified in Financial Forensics, and was awarded the AICPA's Accredited in Business Valuation designations. Combined with over 30 years of experience in corporate tax consulting, business valuation, acquisitions and mergers, Mike has earned a national reputation for valuing and developing ownership transition plans for professional design firms. He provides litigation support in valuation court cases and tax consulting services to design firms, and has developed an expertise in utilizing employee benefit plans, incentive compensation plans and life insurance for ownership transition planning.



VICTOR W. VACCARO, Jr., CPA/ABV, CFF, CDA is a principal of the firm, Dannible/McKee and Associates, Ltd., and has over 25 years of experience providing valuation, accounting and consulting services for A/E firms. He regularly performs valuations for mergers and acquisitions, internal ownership transfers and transactions with Employee Stock Ownership Plans. In addition, he specializes in performing business valuations for financial reporting purposes. Vic provides consulting services in the areas of ownership transition, industry benchmarking, profitability enhancement, improved budgeting and strategic planning initiatives. He also assists clients with matters related to their overhead rate in accordance with Federal Acquisition Regulations.



DEBORAH E. FINCH, CPA, CVA, CDA is a principal of the firm, Dannible/McKee and Associates, Ltd. Prior to joining Dannible & McKee in 2004, Debbie spent 10 years in private industry. She is a Certified Valuation Analyst and a Certified Design Accountant and brings over 10 years of corporate tax consulting experience, together with her business valuation and ownership transition experience, for A/E firms across the country. Debbie is extensively involved in the firm's business valuation and ownership transition consulting practice, as well as implementing incentive compensation plans. She also provides tax planning services to design firms and their owners, including maximizing R&D credits and other tax incentives unique to the design industry.

REGISTER NOW

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or call 1-315-472-9127

- Attendance is limited so please register early. You are not registered until you receive written confirmation.
- Seminar hours are 8:30 AM to 4:30 PM. Registration at each seminar begins at 8:00 AM.
- The registration fee is \$695 per person. The fee includes the seminar, advance handout materials, comprehensive workbook, lunch and coffee breaks. It does not include hotel accommodations or transportation. We offer a 20% discount for each additional registrant from the same design firm. A full refund will be allowed up to 20 calendar days before the seminar.
- Dannible/McKee and Associates, Ltd. has met the standards and requirements of the Registered Continuing Education Program and the American Institute of Architects Continuing Education System. This course qualifies for 6.5 PDHs for Engineers (except in NY and FL) and 7 LUs for Architects.



SUCCESSFUL OWNERSHIP TRANSITION PLANNING FOR THE DESIGN PROFESSIONAL

DATES & LOCATIONS:

CHICAGO, IL

Tuesday, January 16, 2018
Hilton Rosemont/Chicago O'Hare
5550 North River Road
Rosemont, IL 60018
(847) 678-4488

DALLAS, TX

Wednesday, February 7, 2018
DoubleTree by Hilton DFW Airport North
4441 W. John Carpenter Freeway
Irving, TX 75063
(972) 929-8181

NEW YORK, NY

Friday, March 9, 2018
TBD

SEATTLE, WA

Monday, April 23, 2018
TBD

PHOENIX, AZ

Thursday, January 18, 2018
Aloft Phoenix-Airport
4450 E. Washington Street
Phoenix, AZ 85034
(602) 275-6300

SAN DIEGO, CA

Thursday, February 8, 2018
DoubleTree by Hilton San Diego Downtown
1646 Front Street
San Diego, CA 92101
(619) 239-6800

CHARLOTTE, NC

Tuesday, March 20, 2018
DoubleTree by Hilton Charlotte
895 West Trade Street
Charlotte, NC 28202
(704) 347-0070

DENVER, CO

Wednesday, April 25, 2018
TBD

ORLANDO, FL

Thursday, February 1, 2018
Orlando Airport Marriott Lakeside
7499 Augusta National Drive
Orlando, FL 32822
(407) 851-9000

LAS VEGAS, NV

Friday, February 9, 2018
Stratosphere Hotel
2000 Las Vegas Boulevard S.
Las Vegas, NV 89104
(702) 380-7777

ATLANTA, GA

Thursday, March 29, 2018
TBD

BOSTON, MA

Thursday, April 26, 2018
Sheraton Commander Hotel
16 Garden Street
Cambridge, MA 02138
(617) 547-4800

- » The registration fee does not include hotel accommodations or transportation.
- » Please make your own hotel reservations directly with the hotel as soon as you have received confirmation of registration for the seminar from us. At some locations, room discounts are available. Please contact the hotel for more information.
- » For registration inquiries, contact (315) 472-9127 or DMAssociates@dmconsulting.com