

Day One, October 18, 2017

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| 10 am - Noon | Registration & Check-In | |
| Noon | Opening Remarks & Luncheon | |
| 12:15 - 1 pm | Group Speaker -- | How Do I Know I'm Ready? |
| 1 - 1:15 pm | Break | Making Your Vision a Reality, Dan Luck - Creating a vision and mission, understand different business models and corporate structure |
| 1:15 - 2:15 pm | Group Workshop -- | |
| 2:15 - 2:30 pm | Break | |
| | Start Up Mode | Buying a Business |
| 2:30 - 3:30 pm | Workshop 1 -- The Four Most Important Critical Decisions for a Start Up | Workshop 2 - - How to Understand and Read Financials |
| 3:30 - 4:30 pm | Workshop 3 - Capitalization | Workshop 3 - What's Behind a Business Valuation |
| 4:30 - 4:45 pm | Break | |
| 4:45 - 5:45 pm | Break Out Sessions (Small Group Discussions - Roundtable Format of 10-14 attendees, based on like-business situations (such as: 2nd Generation family business, Sales Manager looking to purchase, etc.) will provide feedback to each other's key issues. Each group will have a Facilitator and Recorder. | |
| 6 - 9 pm | Dinner & Social Event | |

Day Two, October 19, 2017

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| 8 - 9:15 am | Breakfast & Guest Speaker -- | Profit Isn't a Dirty Word |
| 9:15 - 9:30 am | Break | |
| | Start Up Mode | Buying a Business |
| 9:30 - 10:15 am | Workshop 5 -- Creating a Critical Path & Timeline | Workshop 6 -- Moving from Team Member to a Boss |
| 10:15 - 10:30 am | Break | |
| 10:30 - 11:15 am | Workshop 7 -- The Presentation Needed to Secure a Bank Loan | Workshop 8 -- Developing a Strategic Plan |
| 11:15 - 11:30 am | Break | |
| 11:30 am - 12:15 pm | Break Out Sessions (Small Group Discussions - Roundtable Format of 10-14 attendees, based on like-business situations (such as: 2nd Generation family business, Sales Manager looking to purchase, etc.) will provide feedback to each other's key issues. Each group will have a Facilitator and Recorder. | |
| 12:15 - 1 pm | Closing Remarks & Lunch | |
| 1 pm | Conclusion of NEXTgen FBL 2017 | |

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