

## Day One, October 18, 2017

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

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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