

# PRICING & RECASTING EDUCATIONAL SUMMIT

## Learn How to Properly Price a Business & Close More Deals!

A properly valued and priced business sells faster! The Midwest Business Brokers and Intermediaries, in conjunction with the International Business Brokers Association (IBBA) is pleased to bring you this 3 day learning seminar and online course combination worth 32 credit hours, at a significant savings! **PLUS** you'll save time and money with our new blended learning structure by completing Course #221 online!

Course #210: Analyzing & Recasting Financials (16 hours) *LIVE*  
Course #220: Introduction to Pricing Small Businesses (8 hours) *LIVE*  
Course #221: Pricing Small Businesses (8 hours) *ONLINE*

Visit [www.ibba.org/ibba-university/courses/](http://www.ibba.org/ibba-university/courses/) for full course descriptions.

## WANT TO REALLY SAVE? SELECT THE CBI BUNDLE OPTION TO SAVE 30%!

The Certified Business Intermediary (CBI) credential is the industry's gold standard designation for business brokers who demonstrate the highest commitment to education, professionalism and ethics. Join this elite group to distinguish yourself and gain additional exposure opportunities!

The CBI Bundle Package includes:

- The Summit Pass (#210, #220, #221 (online))
- IBBA Annual Membership
- 6 IBBA Online Courses\* (to fulfill the CBI elective course requirements)
- The IBBA 2018 Annual Conference Pass (May 4—7, 2018 New Orleans, LA)
- The CBI Application Fee

\*Online courses include:

- 1) #101 Intro to Business Brokerage
- 2) #100 Standards of Care
- 3) #104 Legal Aspects of Business Brokerage
- 4) #150 Building A Listing Inventory
- 5) #206 Managing Due Diligence
- 6) #208 Managing The Closing & Turnover

**TO REGISTER, VISIT  
IBBAUNIVERSITY.ORG  
OR  
CLICK HERE!**

**DID YOU KNOW?** IBBA Membership now includes unlimited access to PeerComps and Business Reference Guide Online, as well as 20 FREE BizMiner Industry Financial Reports, a combined \$2,500 total annual retail value!

**INTERESTED? BE SURE TO REGISTER AT  
IBBAUNIVERSITY.ORG BY AUGUST 21, 2017!**  
QUESTIONS? Call us at 888-686-IBBA (4222)

**AUGUST 28—30,  
2017**

## SUMMIT PASS

**\$750**

Includes all 3 pricing and recasting courses (live and online), and lunch each day.

*Normally \$1,200+!*

## CBI BUNDLE

**\$2,696**

Includes the Summit Pass, IBBA Membership, and everything you need to earn the CBI.

*Normally \$3,800+!*

## LOCATION

SCHAUMBURG, IL

Atrium Conference Room A  
1515 E. Woodfield Road  
Schaumburg, IL 60173

## HOTEL

Hampton Inn & Suites Schaumburg  
891 Plaza Drive  
Schaumburg, IL 60173  
(847) 380-2155

**BOOK BY JULY 27, 2017 FOR A  
DISCOUNTED ROOM RATE OF  
\$144 + TAX.**

**CLICK HERE TO BOOK YOUR STAY**

The hotel will shuttle attendees to and from training facility each day. There are other hotels in the area as well.

**HURRY! ONLY 40  
SEATS AVAILABLE!**