

**TUESDAY**

**JUNE 7, 2011**

**8:30 to 11:30 A.M.**

**BB & T Insurance**  
*(Board Room)*  
**680 Langsdorf Dr.**  
**Suite 100**  
**Fullerton 92831**

- Continental Breakfast will be served.
- Seating is limited.
- Register before June 1st to secure your seat!

The remaining programs in the PERPETUATION series will take place this fall and winter. Topics include:

- To Merge or Cluster?
- Sale to a 3<sup>rd</sup> Party

**SIGN UP TODAY!**

**Payment with Check:**  
Make check payable to: IIABOC

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1442 E. Lincoln Ave., PMB 441  
Orange, CA 92865-1934

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# Agency Valuation & Budgeting in Today's Economy

3-Hr CE • Pending approval

What is my agency worth in today's economy?  
Why should I find out?  
Where do I start looking?



In April 2011, IIABOC with Catherine Oak, Oak & Associates, presented the first of a five part series, 3 CE credit each, on Perpetuation Planning & Mergers and Acquisition. In the first series, Catherine outlined KEY ELEMENTS and TYPES AND APPROACHES to BUSINESS SUCCESSION AND INTERNAL PERPETUATION.

The participant response was overwhelmingly positive! Specific comments were: "The timing is perfect", "the content was relevant, understandable and applicable", and "when is the next series?"

Catherine Oak our speaker is founder of Oak & Associates, an international M&A, appraisal and insurance agency management consulting firm. Catherine will outline important information to determine your agency's value and get you on track with the firm's annual budget. Included in the discussion:

- ✓ Reasons for Valuation Determination
- ✓ Development of a Pro Forma Income Statement
- ✓ Determination of Tangible Net Worth
- ✓ Factors that Affect Value
- ✓ Valuation Methods & Calculations
- ✓ Analyzing the Firm's Financial Picture
- ✓ Creating the Agency Budget

The CONTENT for your PERPETUATION MANUAL - PART 2 will be handed out at the meeting.



Independent Insurance Agents and Brokers  
of Orange County



**REGISTER NO LATER THAN WEDNESDAY JUNE 1, 2011**

**Member: \$60 / Non-Member: \$125 • Fees are Non-Refundable**

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