

***MBBA*** Michigan  
Business Brokers  
Association

THE WORLD'S LARGEST  
PROFESSIONAL COMMUNITY OF  
BUSINESS INTERMEDIARY SPECIALISTS



***IBBBA*** INTERNATIONAL  
BUSINESS BROKERS  
ASSOCIATION. ®

Supporting + Advancing Professional  
Business Brokers, Together

# MEET YOUR PRESENTERS



**MARK ANDRESKY,**  
**CBI, M&AMI**  
MBBA PAST  
PRESIDENT  
WEST CHAPTER



**TANYA POPOV, CBI**  
MBBA PRESIDENT  
METRO CHAPTER



**LISA RILEY, PhD, CBI**  
IBBA CHAIR OF THE  
BOARD



**RANDY BRING, CBI**  
IBBA 2022 CHAIR  
ELECT

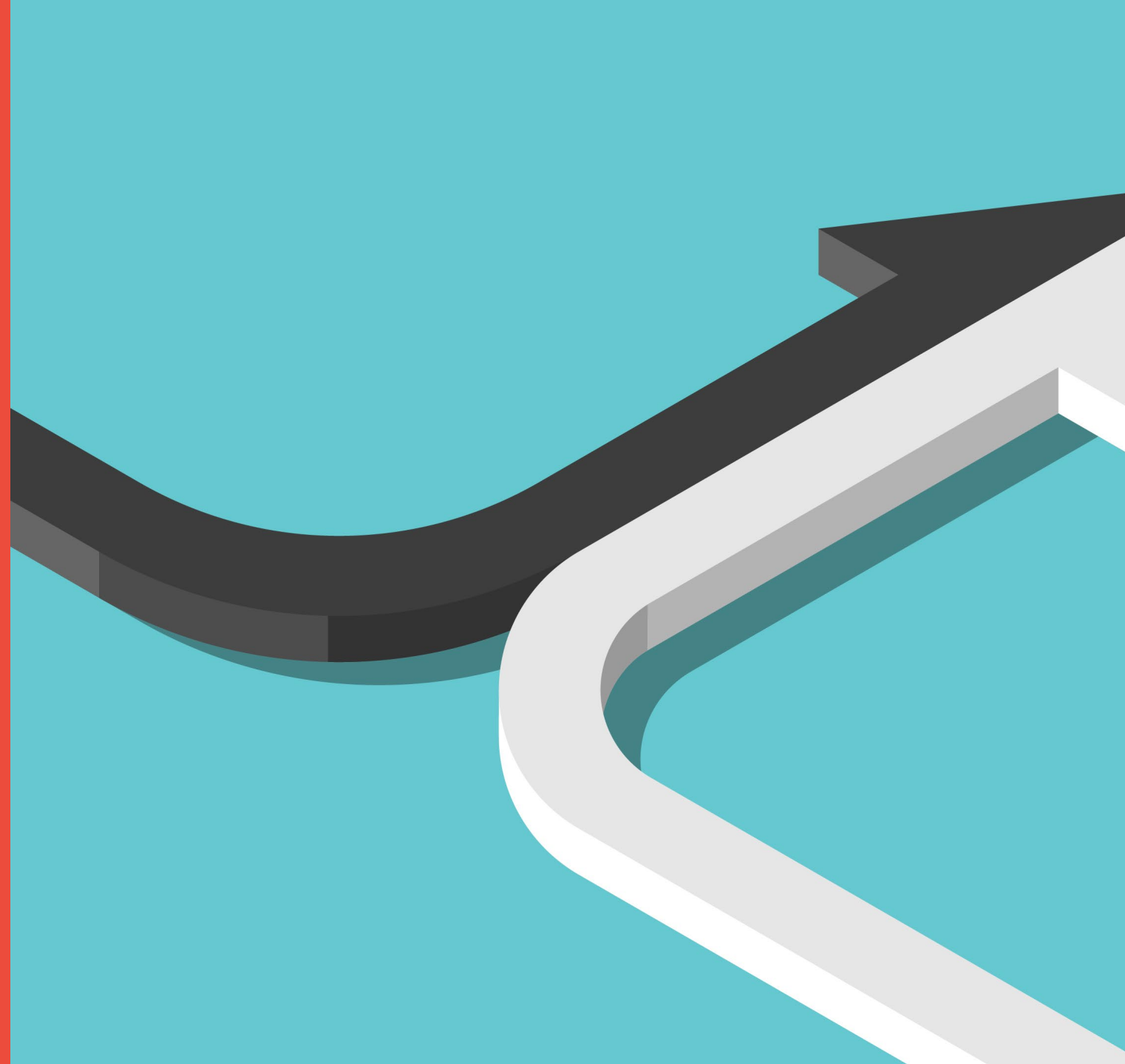


**KYLENE GOLUBSKI**  
IBBA EXECUTIVE  
DIRECTOR

# VISION

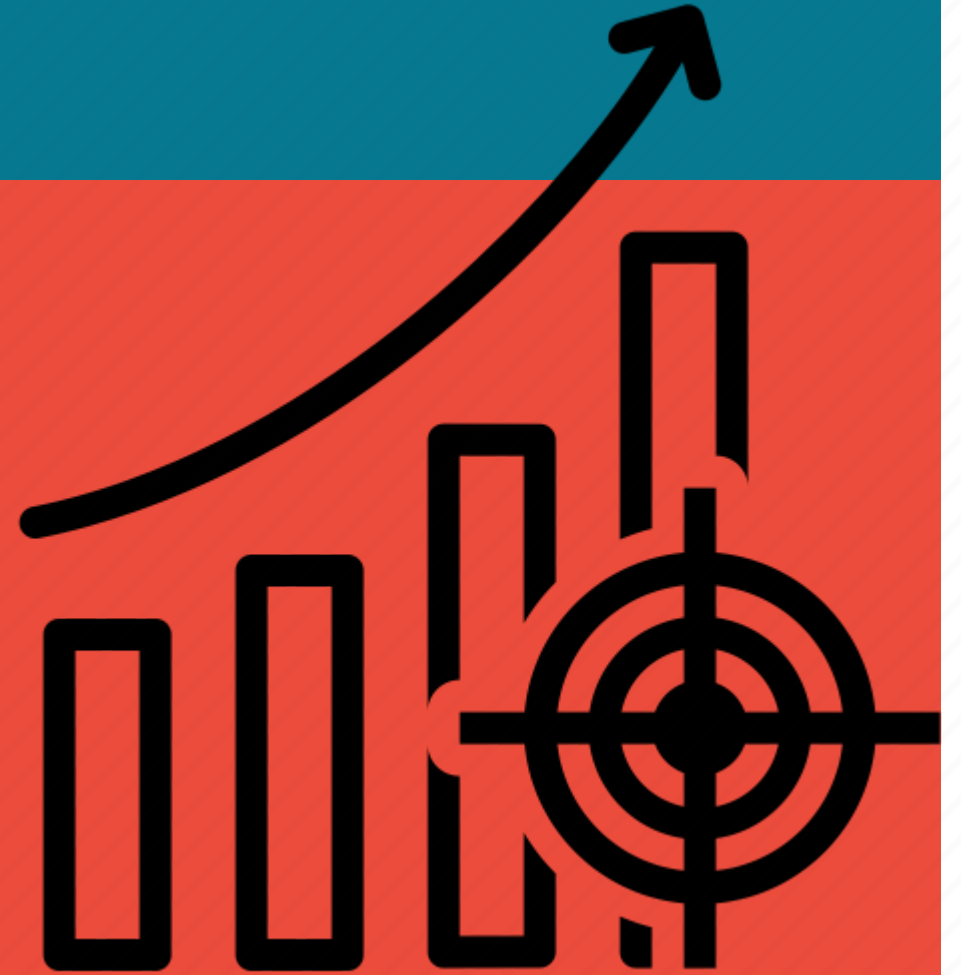
HOW DO WE BEST ADVANCE  
THE SUCCESS OF BUSINESS  
BROKERS AND PROMOTE  
AWARENESS?

**NATIONAL RESOURCES  
+ LOCAL SUPPORT**



# OUR GOAL

Maximize the value of  
your MBBA + IBBA  
Membership and help  
you be successful!



## EDUCATE

WE PROVIDE TRAINING PROGRAMS THAT INCREASE KNOWLEDGE, DEVELOP SKILLS AND ESTABLISH A STANDARD OF PROFESSIONALISM.

## FACILITATE

WE FACILITATE THE EXCHANGE OF IDEAS, BEST PRACTICES AND SERVICES/PRODUCTS WITHIN THE COMMUNITY.

## PROMOTE

WE RAISE AWARENESS OF THE VALUE A BUSINESS INTERMEDIARY PROVIDES AND PROMOTE OUR MEMBERS.

## ADVOCATE

WE ARE A VOICE FOR ACTION THAT IMPROVES THE BUSINESS BROKERING ENVIRONMENT.

**MAKING BUSINESS BROKERS MORE  
SUCCESSFUL.**

**FREE**

**IBBA** INTERNATIONAL  
BUSINESS BROKERS  
ASSOCIATION.®



**Business  
Reference  
Guide**



**BizMiner  
Reports**



**ValuSource  
Comps**



**V-Rooms Virtual  
Data Rooms**



**On Demand  
Learning Library**



**Exposure on  
IBBA Website**



**Exclusive  
Marketing Tools**



**Savings on IBBA  
Education**



**Discounted  
Conference**



**Community  
Support**

# IBBA EDUCATION

- Standards of Care
- Introduction to Business Brokerage
- Finance Fundamentals
- Legal Aspects
- Dealing with Leases + Landlords
- Understanding Financials
- Overcoming Objections
- Selling Franchises
- Intro to SBA Financing
- Surviving + Thriving in Your 1<sup>st</sup> Year
- Effective Business Packaging

## LEARN TO EARN AT EVERY LEVEL

- Building a Listing Inventory
- Buyer Management
- Managing Transactions
- Effective Deal Team Management
- Internet Marketing Strategies
- Managing Due Diligence
- Determining Net Transaction Proceeds
- Intro to M&A
- Financing Larger Acquisitions
- How to Win Larger Listings

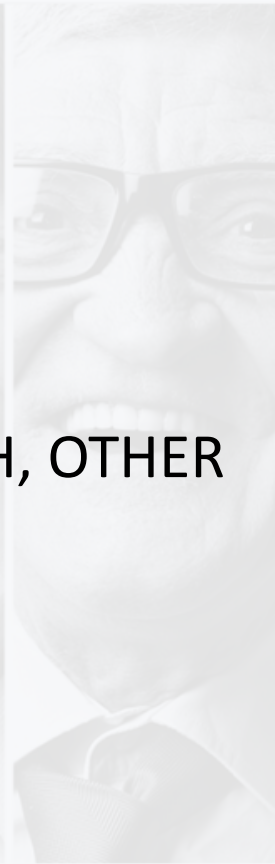
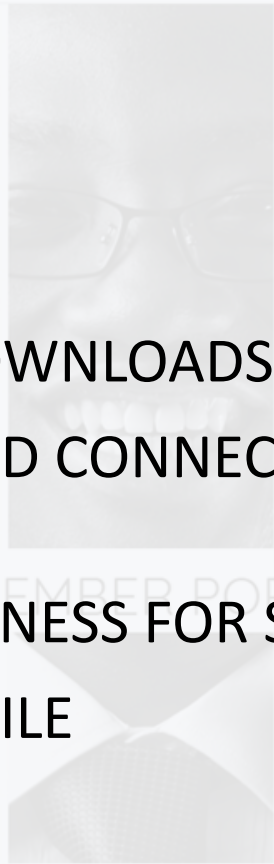
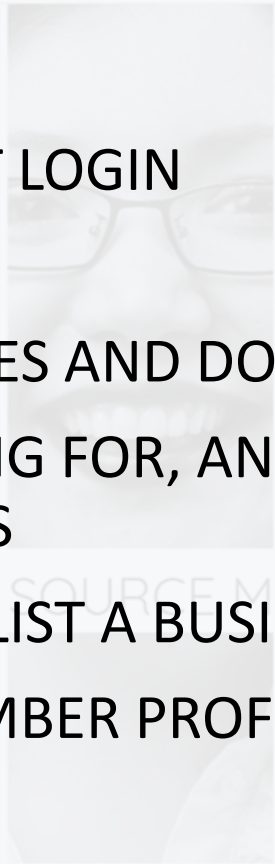
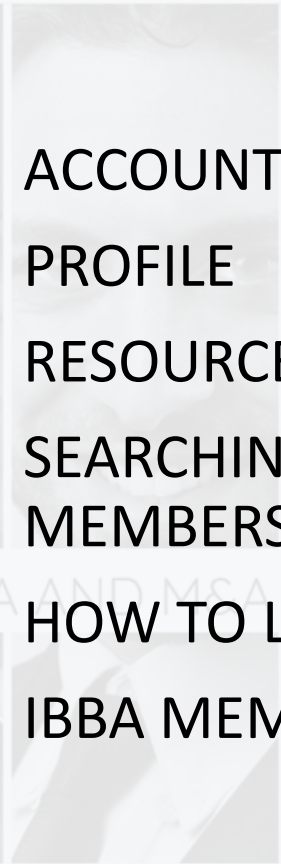
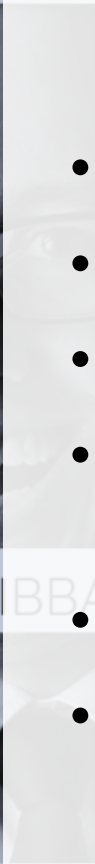
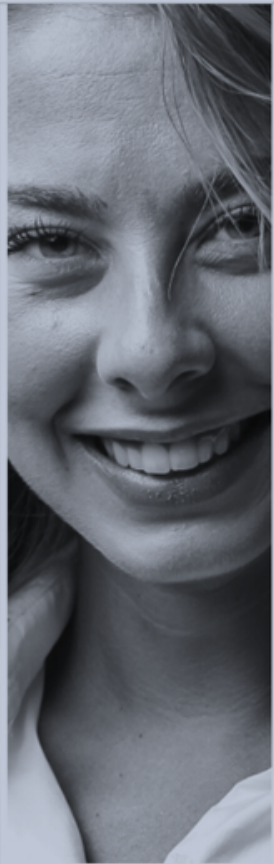
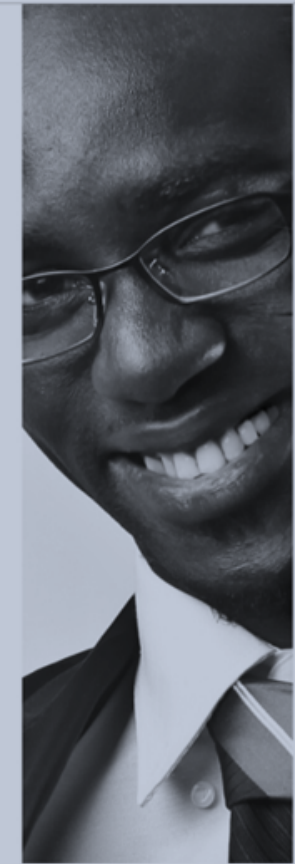
**VIEW ONLINE COURSES @ [IBBAUNIVERSITY.ORG](https://www.ibbauniversity.org)**



# MYIBBA.ORG

- ACCOUNT LOGIN
- PROFILE
- RESOURCES AND DOWNLOADS
- SEARCHING FOR, AND CONNECTING WITH, OTHER MEMBERS
- HOW TO LIST A BUSINESS FOR SALE
- IBBA MEMBER PROFILE

IBBA AND MSA SOURCE MEMBER PORTAL





[ADVANCED SEARCH](#)

COMPLETE YOUR PROFILE TODAY!

HOME > BROKER PROFILE



MEMBER SINCE  
01/14/2016

# Kyle Griffith



MEMBERSHIP ORGANIZATION International Business Brokers Association

WEBSITE [VISIT WEBSITE](#)

COMPANY Strategic Merger & Acquisition Advisors

ADDRESS 7600 Jericho Turnpike, Suite 403  
Woodbury, New York 11797 United States

PHONE (631) 339-0249

EMAIL [CLICK HERE TO SHOW EMAIL](#)

## EMAIL ME

NAME\*

EMAIL\*

MESSAGE\*

# IBBA MEMBERS GROUP

**f** @ibbaorg



# SHOULD I BE A CERTIFIED BUSINESS INTERMEDIARY?

---



# Why CBI?

- Sellers are learning to ask for it!
- Top placement on IBBA Directory search results.
- 'CBI Only' filter option on IBBA Member Directory.
- Exclusive marketing materials and logos.
- CBIs often ONLY work with other CBIs.
- Promotion in IBBA's *Better With A Business Broker* campaign.
- Substantive competitive differentiation.
- Required + elective education supports your success!
- A rising tide lifts all boats!



***MBBA*** Michigan  
Business Brokers  
Association

THE WORLD'S LARGEST  
PROFESSIONAL COMMUNITY OF  
BUSINESS INTERMEDIARY SPECIALISTS



***IBBBA*** INTERNATIONAL  
BUSINESS BROKERS  
ASSOCIATION. ®

[www.ibba.org](http://www.ibba.org)  
[admin@ibba.org](mailto:admin@ibba.org)  
 888-686-4222

