

MBBA



**IBBBA**

INTERNATIONAL  
BUSINESS BROKERS  
ASSOCIATION. ®

MBBA

MICHIGAN  
BUSINESS  
BROKERS  
ASSOCIATION

*Collaborate, Innovate, Elevate*

**MBBA Conference 2023**

**MAXIMIZING THE VALUE OF  
YOUR MBBA + IBBA  
MEMBERSHIP**

# OUR BELIEF

A low-angle, upward-looking photograph of a red cable-stayed bridge pylon. The pylon is a large, triangular structure made of red-painted metal, with several thin cables extending upwards from its top to support the bridge deck. The background is a clear, bright blue sky. The overall composition is symmetrical and conveys a sense of strength and upward movement.

BUSINESS BROKERS ARE BEST  
POSITIONED FOR SUCCESS  
THROUGH A COMBINATION  
OF BOTH LOCAL AND  
NATIONAL SUPPORT.



# OUR FOCUSES

EDUCATION  
CERTIFICATION  
ENGAGEMENT  
AWARENESS

**IBBA** INTERNATIONAL  
BUSINESS BROKERS  
ASSOCIATION. ®



# OUR GOAL TODAY



Tap into at least one new IBBA benefit or resource that can help accelerate your success!

# AGENDA

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- BENEFITS
- RESOURCES
- EXPOSURE
- THE CBI®
- WAYS TO GET INVOLVED
- WHAT'S AHEAD

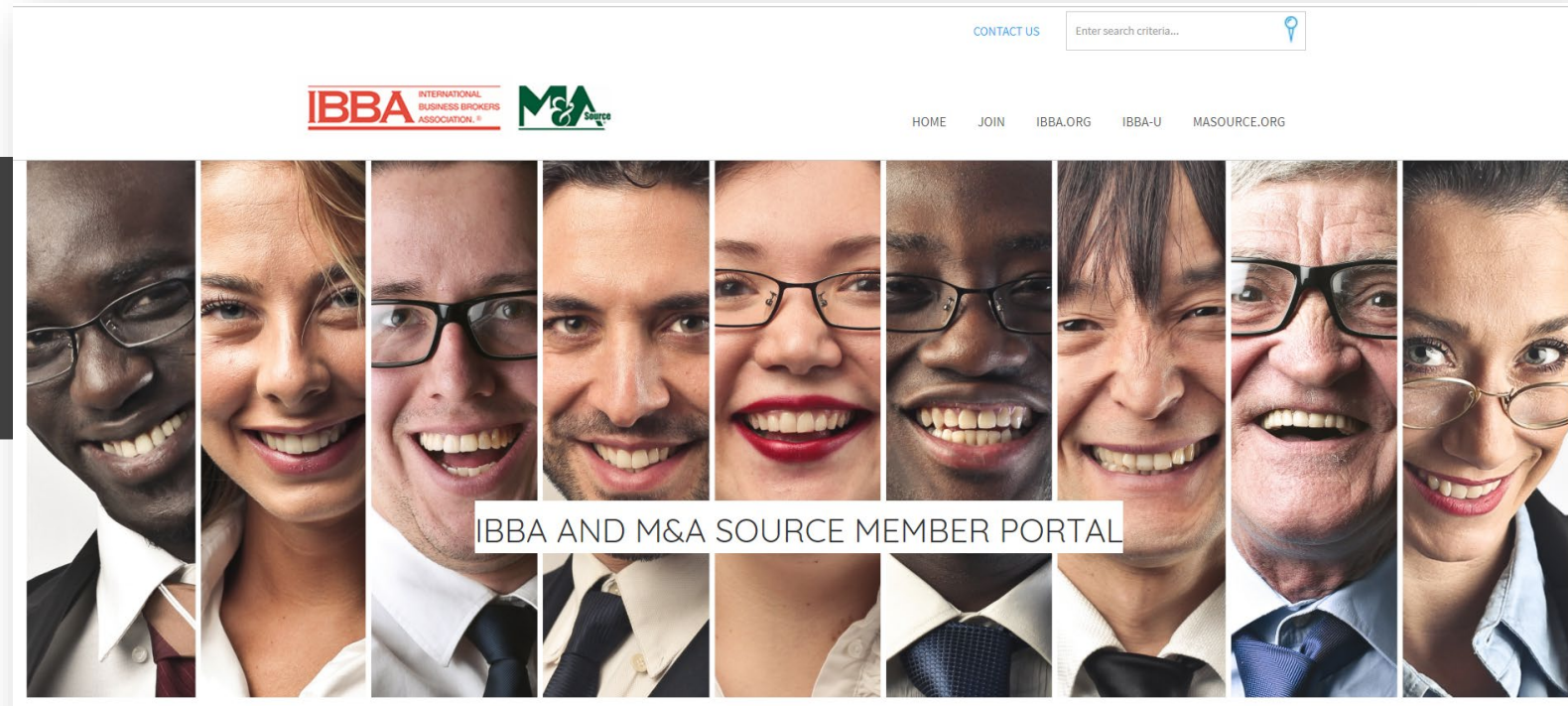


ACTION ITEM #1  
**SAVE MONEY ON INDUSTRY  
LEADING TOOLS**

## Tap Into IBBA Member Savings

BENEFIT PROVIDER	WHAT'S INCLUDED	YOUR SAVINGS
Business Reference Guide	Free access to Business Reference Guide Online	\$250/year
BizMiner Industry Reports	5 Industry Financial Reports, 5 Vestimates, 5 Company Insights	\$1,095/year
Deal Studio	Confidential Business Review ("CBR") production services	\$150-\$225 each
ValuSource Market Comps Database	Free access to the Market Comps database (formerly IBA Market Data)	\$640/year
V-Rooms	Free virtual data room license with unlimited rooms	\$2,000/year
Deal Studio	Website + Marketing platform	\$238-\$358/year

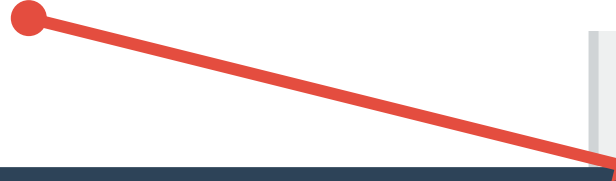
# MYIBBA.ORG



- YOUR PROFILE
- BENEFIT INFORMATION
- RESOURCES AND DOWNLOADS
- SEARCHING FOR AND CONNECTING WITH OTHER MEMBERS



# USE QUICK LINKS TO FIND WHAT YOU NEED FAST!



The screenshot displays a user interface for a professional networking platform. At the top, a navigation bar includes a search bar with the text 'Welcome, Kyle Griffith' and a notification badge with the number '1'. Below the navigation bar, a dark blue header contains several menu items: 'My Feed', 'My Profile', 'Directory', 'Messages' (with a '1' badge), 'Connections' (with a '1' badge), 'Groups', and 'Quick Links'. The 'Quick Links' menu is open, showing a list of options: 'Home', 'Payments & History', 'IBBA List A Business For Sale', 'IBBA BRG Online', 'IBBA BizMiner', 'IBBA ValuSource Market Comps', 'IBBA Vault Rooms', 'IBBA Member Discounts', 'IBBA Webinar Library', 'IBBA Ask a CBI', and 'IBBA Best Practices'. A red circle highlights the 'IBBA BRG Online' and 'IBBA BizMiner' items. On the left side, a 'Profile' sidebar is visible with sections for 'Information & Settings', 'Payments & History', 'Content & Features', and 'Professional Development'. The main content area shows the 'About' section, featuring a 'Profile Completeness' bar at 79% and an 'Account Information' table.

Account Information	
Your Personalized URL	https://ibb...
Username	kyle@then...
Password	(change)

ACTION ITEM #2  
**ACCELERATE SUCCESS BY TAPPING  
INTO RESOURCES**



ASK A CBI® PROGRAM

2021

2020

WEBINARS

WEBINAR:  
Business Broker  
Toolbox

Tue., Mar 9 | 12 PM ET

REGISTER TODAY

VIDEOS

THINKING OF  
SELLING  
OR  
BUYING  
A BUSINESS?

Click to expand

IBBA INTERNATIONAL BUSINESS BROKERS ASSOCIATION, ®

Pre-Due Diligence is the Key to Closing More Deals

PART OF THE IBBA'S BEST

This article will provide the pre-due diligence activities that every business broker should perform to obtain quality listings to achieve success.

WHITEPAPERS

PODCASTS

IBBAinsights



# IBBA MEMBERS GROUP

**f** @ibbaorg





IBBA Techies: Have brokers/bankers had success with software that will scan tax returns and parse the data into an Excel/Google Sheets/Quickbooks? Perhaps a solution with a bit of A.I.? Thanks!

[View insights](#)

66 post reach >

7 comments

**Does anyone have a valuation firm they recommend for midmarket construction companies?**

**Hello! Looking for a CPA referral familiar with ROBS plans asap- preferably in the south Orlando or Rockledge area. TIA!**

Anything I need to look out for with a Sawmill Client? Also they have an appraisal do I combine the biz valuation with the appraisal on the equipment and supplies?

Sorry if these are basic questions!

[View insights](#)

79 post reach >

17 comments

I have a prospect with a SaaS business. The company is under five years old and is doing a little under \$2 million in gross revenue the last couple of years with a good growth rate. The owner is taking a decent salary of about \$160,000 for last couple years. EBITDA is \$0. SDE is the owner's salary.

I've already done some research and found many opinions regarding factors that affect value, potential buyers etc.

I'm reaching out to the group looking for general insights.

Thank you.

[View insights](#)

90 post reach >

**Does anyone have a sale-leaseback company for the real estate portion of a transaction that they work with or can refer?**

3

9 comments

# USE THE **SEARCH** FUNCTION TO FIND PEOPLE AND RESOURCES!

The screenshot shows a user interface for a professional network. At the top, a navigation bar includes 'My Feed', 'My Profile', 'Directory', 'Messages' (with a notification badge), 'Connections' (with a notification badge), 'Groups', and 'Quick Links'. A user profile header for 'Kyle Griffith' is visible, along with a search bar and a notification bell. Below the navigation bar, a 'Site Search' section contains a search input field with the placeholder text 'Enter search criteria...'. Below the search bar, a message states 'You searched for: AGRICULTURE' and provides a link to 'click here' to remove highlighting. The search results section shows '289 Results Found' and lists two results: 'Mr Zaya H Malik' and 'Mr. Sam L Naff', both categorized as 'Directory' with a 'Relevance: 100%'.

Site Search

Q Enter search criteria... Search Tips

**You searched for: AGRICULTURE**  
If you are having trouble viewing this page, [click here](#) to remove highlighting

289 Results Found

**Mr Zaya H Malik**  
*Category: Directory Relevance: 100%*

**Mr. Sam L Naff**  
*Category: Directory Relevance: 100%*

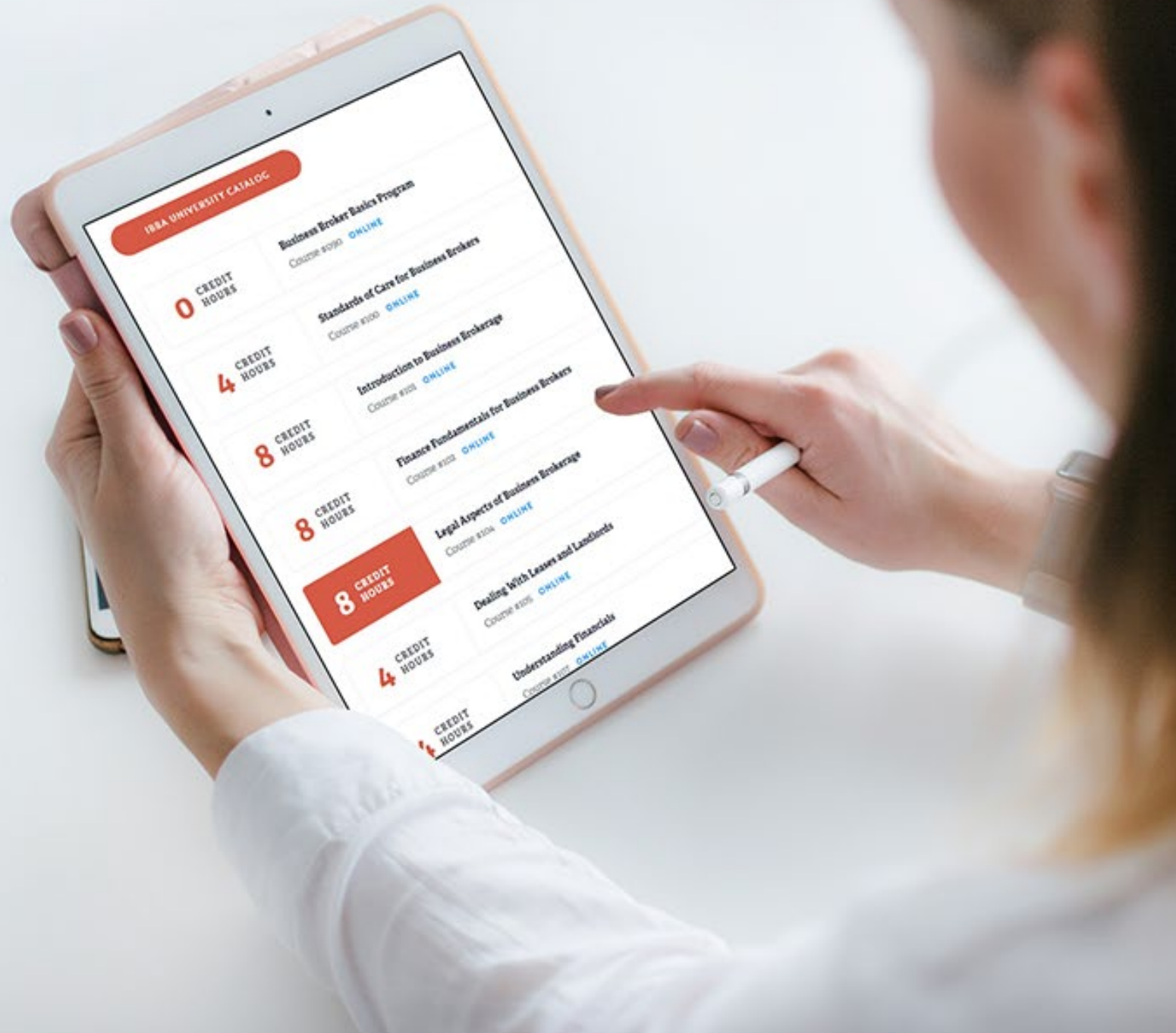
THE IBBA COMMUNITY  
IS YOUR GREATEST  
RESOURCE!

[IBBA.ORG](http://IBBA.ORG)

[IBBAUNIVERSITY.ORG](http://IBBAUNIVERSITY.ORG)

World-Class Education  
At Your Fingertips

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BUSINESS BROKERS  
ASSOCIATION. ®



ACTION ITEM #3

**MAXIMIZE YOUR EXPOSURE**





Welcome, Kyle Griffith 1



Search...

- Feed
- My Profile
- Directory
- Messages 1
- Connections 1
- Groups
- Quick Links

Profile >

Information & Settings

Payments & History

Content & Features

Professional Development

About

Profile Completeness



Account Information

Your Personalized URL <https://ibba-mas.org/member/kylegriffith> (change)

Username [kyle@thenybbgroup.com](mailto:kyle@thenybbgroup.com) (change)

Professional Information

Organization \*

MAKE SURE PROFESSIONAL ADDRESS FIELDS ARE COMPLETED!

REMEMBER TO SAVE!

[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\*

FIND A BUSINESS BROKER  
NEAR YOU

**IBBA** INTERNATIONAL  
BUSINESS BROKERS  
ASSOCIATION.®



**IBBA** INTERNATIONAL  
BUSINESS BROKERS  
ASSOCIATION.®

Close This Chapter  
with More Money  
in Your Pocket

**FIND A BROKER**

Every Step of the Way

**IBBA** INTERNATIONAL  
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Streamline  
the Closing Table

**FIND A BROKER**

?

**IBBA** INTERNATIONAL  
BUSINESS BROKERS  
ASSOCIATION.®

Selling Your Business is Complicated.  
We Can Help.

**FIND A BROKER**



# MEMBER EXCELLENCE AWARDS

RECOGNIZING YOUR  
OUTSTANDING  
PERFORMANCE!





ACTION ITEM #4

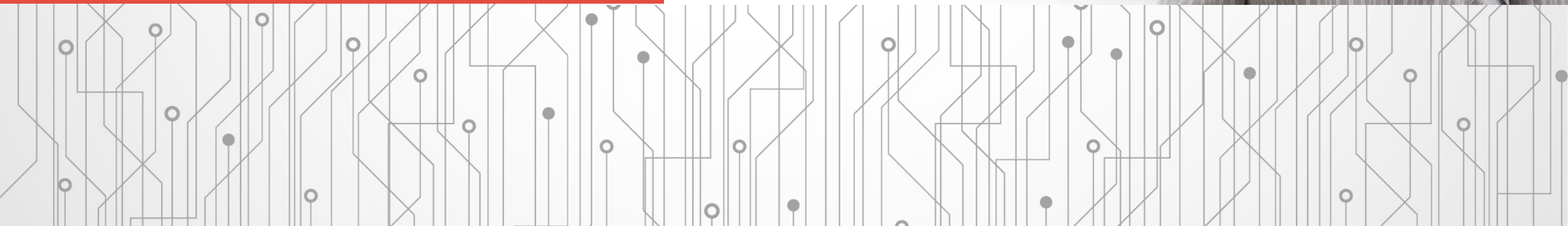
**DIFFERENTIATE WITH THE CBI®**



# Set Yourself Apart



- ✓ DIFFERENTIATION
- ✓ MORE SKILLS = MORE CLOSINGS
- ✓ MARKETING MATERIALS
- ✓ TOP DIRECTORY PLACEMENT
- ✓ REFERRALS



RECAST + PRICE LIKE A PRO!



## SUMMITS OVERVIEW

- 3 DAYS
  - VIRTUAL, INSTRUCTOR LEAD
  - COURSES #210 AND #220
  - COURSE #221 DELIVERED ONLINE
  - REQUIRED TO OBTAIN THE CBI
- .....

[ibba.org/events/summits](https://ibba.org/events/summits)



**SAVE WHEN YOU  
BUNDLE!**

# IBBA Recasting & Pricing Virtual Summit

REGISTER TODAY

November 8-10, 2023

**SOLD OUT**

**IBBA** INTERNATIONAL  
BUSINESS BROKERS  
ASSOCIATION.®



# CBI Fast Track Program

- Half-day CBI Refresher Course
- Take and pass the CBI exam
- Attend an IBBA Conference
- Provide proof of experience



ACTION ITEM #5

**BE A PART OF IT: GET INVOLVED!**



GET INVOLVED!

- Member Feedback Form
- Member Satisfaction Survey
- Conference Satisfaction Survey
- Course Evaluations
- Contact a Board Member
- Join the Member FB Group
- Write an article
- Join a Committee
- Run for Board Election



# SAVE THE DATE

## IBBA 2024 ANNUAL CONFERENCE



**MAY 11 - MAY 12, 2024**

**AT THE GALT HOUSE**

**IBBA** INTERNATIONAL  
BUSINESS BROKERS  
ASSOCIATION.®

**2024** ANNUAL  
CONFERENCE



# IBBA EVENTS

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The IBBA provides a breadth of education and networking opportunities throughout the year.

## **IBBA Events Include:**

- RECASTING + PRICING SUMMITS
- ANNUAL CONFERENCE
- VIRTUAL LEARNING + NETWORKING
- WEBINARS
- AFFILIATE EVENTS



**VISIT**  
**[IBBA.ORG/EVENTS](https://ibba.org/events)**  
**FOR A LIST OF UPCOMING**  
**EVENTS!**

Q4 2022

**IBBA**  
INTERNATIONAL  
BUSINESS BROKERS  
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**MARKETPULSE**  
M&A SOURCE | FOURTH QUARTER 2022 SURVEY

OUR INDUSTRY'S MOST  
COMPREHENSIVE AND  
TIMELY SURVEY ON  
REAL MARKET ACTIVITY

WE NEED YOUR  
PARTICIPATION!



# ACTION ITEMS

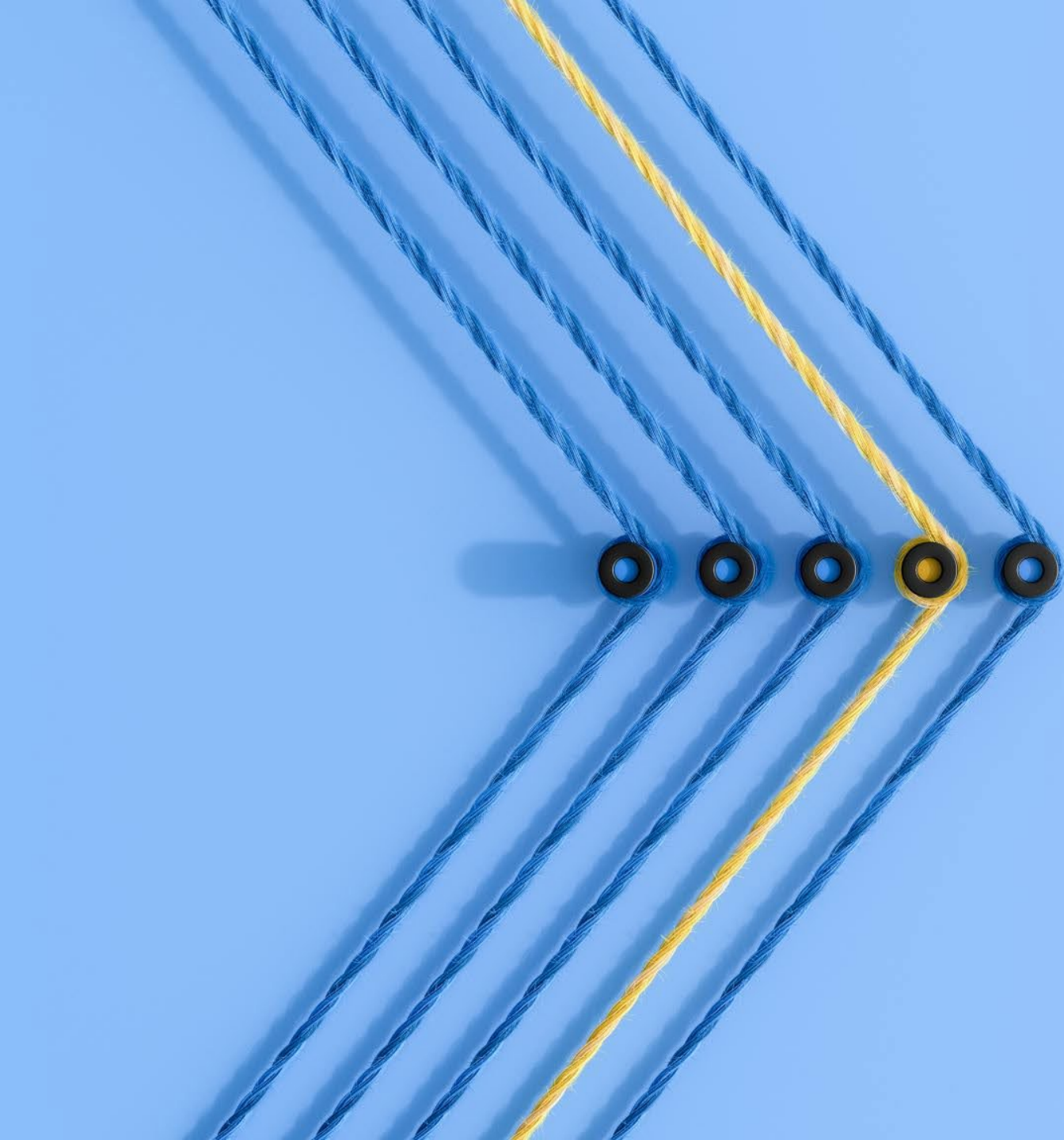
- Bookmark [IBBA.org](http://IBBA.org), [myIBBA.org](http://myIBBA.org) and [IBBAUniversity.org](http://IBBAUniversity.org)
- Make sure your Profile is complete! ([myibba.org](http://myibba.org))
- Search [myibba.org](http://myibba.org) for people and resources
- Join the IBBA Member Facebook Group (if that's your thing)
- Commit to onboarding 1 FREE benefit in the next 30 days.
- Commit to being an engaged Member!
- Participate in the MarketPulse Survey (Q3 coming soon!)
- Apply for the IBBA Member Excellence awards







**WHAT TO  
WATCH  
FOR...**







# BUSINESS OWNER RESEARCH PROJECT



**PROJECT COMPLETED!**

**IBBA**

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BUSINESS BROKERS  
ASSOCIATION. ®

# MASTER'S PROGRAM

Advanced Training for  
Business Brokerage Professionals



# Education That Fits Your Busy Schedule

**IBBA**

**NEW COURSES IN DEVELOPMENT  
PRACTICE MANAGEMENT (SERIES)  
WORKING CAPITAL**



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888-686-4222

