

TRANSITION PLANNING WORKSHOPS

HAMILTON, May 2, 2018 – Robbinex and National Bank of Canada have teamed up to deliver Transition Planning Workshops throughout the month of May.

Over 4% of privately-held companies will be sold in 2018-19. In most cases, the owners will not realize their company's true value. That troubles Doug Robbins, founder and CEO of Robbinex. An entrepreneur at his core, Doug has worked tirelessly supporting transactions and transitions in the mid-market both nationally and internationally for the past 44 years. "Successful transitions of businesses have three components," asserts Doug. "Owners need to make the right decision at the right time and for the right reason. Many business owners wait too long to start planning transition and then believe they need to sell their businesses quickly. There are in fact 14 alternatives to selling a business."

Those are just a few of the many take-aways from the Transition Planning workshops over breakfast being delivered in 17 locations starting May 15th.

"Getting the maximum value for your company is not an accident," says Eric Girard of National Bank of Canada. "Owners need to plan for the transition of their businesses, whether to the next generation, an outside third party or by way of one of the 14 alternatives to selling. That means maximizing profits now."

The workshop covers how potential buyers are analyzing companies and what business owners need to do to maximize value. There are only 20 seats per workshop, so sessions will be interactive and they include a workbook and a copy of Doug Robbins book, *There's Always a Way to Sell Your Business*.

For further information and to register, please see [Transition Planning Workshops](#) or 1-888-762-2463.