



# What happens if 70% of your Main Street shuts down?

Early on in my career, I was on a speaking tour with one of the major banks in Canada to help business owners understand the business transition and succession planning process.

Two years later, I received a phone call from a person who attended one of the lunches. About six months earlier she was diagnosed with cancer. Chemotherapy was taking a toll on her body and she became too tired to work. It was a Thursday afternoon and she wanted to sell by Monday. She had a potential buyer in mind but after spending the weekend working with them, they could not come to an agreement. On Monday morning she put a closed sign on the business. Cindy told me she wished she would have taken my advice and started her succession plan when she saw my presentation. But she was too busy with day to day running of the business and always thought she would have more time.

There is a tsunami of business and farm owners looking to transition their business and retire. According to the Canadian Federation of Independent Business, although 70% of business owners are interested in retiring only 9% have succession plans.

Who will this affect? Everyone. A lack of business succession planning is a leading contributor to poor business retention within the overall framework of community economic development. CIBC World Market reports 1.9 trillion dollars of Canadian business assets are looking to transition right now. What happens if they decide to close on Monday?

SuccessionMatching has partnered with Northwest Community Futures on a collective action by the public, private and non-governmental sectors, as we come together to address the issue of business transitions. Later this month we start a 14 session webinar series from industry experts on specific parts of the business transition; a full list of webinars can be found on the page 2. Access these webinars from the privacy of your own home or business anywhere in Canada. They are open to business and farm owners or succession planning professionals that want to understand more of the process to help their clients and community.

Any business or farm owners in Northwest Ontario will have access to the webinar series free of charge, a \$700 value. All sign up information is kept confidential. Participated can select which sessions are applicable to their operations, attend to learn more about each topic, and ask questions directly to these experts.

For more information on this webinar series or the SuccessionMatching Community Project with Northwest Community Futures, please contact [dana@successionmatching.com](mailto:dana@successionmatching.com)

**Register Here**

<https://www.eventbrite.ca/e/succession-matching-community-project-webinar-series-tickets-32608829888>





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# Webinar Series

A 14 Webinar Series with presentations from individuals who are experts in their respected fields!

**Session 1 - Overview on Business Transitions and the SMCP**

March 22, 2017, 10 am CST

Presented by: **Alison Anderson** - *SuccessionMatching*

**Session 2 - Employee Share Ownership Programs**

March 27, 2017, 1pm CST

Presented by: **Dan Ohler** - *ESOP Builders Canada*

**Session 3 - Family Transitions**

March 28th, 2017, 12noon CST

Presented by: **Elaine Froese**, *Farm Family Coach*

**Session 4 - Third Party Sales**

March 30, 2017, 2pm CST

Presented by: **Warren Sheydwasser**, *SuccessionMatching*

**Session 5 - Writing a Succession Plan**

April 7th, 2017, 11am CST

Presented by: **Alison Anderson**, *SuccessionMatching*

**Session 6 - Emotional Readiness for Change**

April 3rd, 2017, 11am CST

Presented by: **Dave Sinclair**, *Transition Plus*

**Session 7 - Mentorship**

April 4th, 2017, 12pm CST

Presented by: **Doug Lawrence**, *TalentC*

**Session 8 - Human Resources Issues Before, During, and After Transition**

April 6th, 2017, 1pm CST

Presented by: **Christie Ferguson**, *1 Stop HR*

**Session 9 - Dusting off the Cobwebs, An Internal Review**

April 10th, 2017, 10am CST

Presented by: **Roger Grona**, *Firebird Business Consulting*

**Session 10 - The Importance of a Chartered Business Valuation**

April 11th, 2017, 1pm CST

Presented by: **Paul Maarschalk**, *Maarschalk Business Valuations*

**Session 11 - Tax Planning**

April 13th, 2017, 10am CST

Presented by: **Jordan Anderson**, *A1 Accounting and Tax Service*

**Session 12 - Insurance Strategies**

April 24th, 2017, 12pm CST

Presented by: **TBD**

**Session 13 - Legal Considerations**

April 25th, 2017, 10am CST

Presented by: **Glenn Wartiken**, *Shea Nerland Law*

**Session 14 - Financial Planning for Retirement**

April 26th, 2017, 2pm CST

Presented by: **Colton Wiegiers**, *Wiegiers Financial*

**Session 15 - Financing Options for Buyers**

April 27th, 2017, 2pm CST

Presented by: **Warren Jackson**, *BDC*

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