

2019 ANNUAL
CONFERENCE

IBBA INTERNATIONAL
BUSINESS BROKERS
ASSOCIATION.®

LEARN THE TRENDS
AND TECHNOLOGIES
THAT WILL SHAPE
YOUR FUTURE

THE
**BIG
IDEAS**
EVENT



MAY 10-11
ORLANDO,
FLORIDA

**EMBRACING CHANGE
ON MAIN STREET**

2019 CONFERENCE BROCHURE

THE BUSINESS BROKER EVENT OF THE YEAR

JOIN US

for an unforgettable experience: powerful Masterminds, timely Workshops and meaningful Networking - all in the magic of Orlando.

MAY 10 - 11, 2019
ORLANDO

This educational and social experience moves far beyond the theoretical, delivering rich content, actionable insights and powerful connections to prepare yourself for today, and tomorrow.

REGISTRATION OPENS FEBRUARY 1, 2019

The Top Reasons YOU Need To Be In Orlando

- » Build your skills with 30 workshops delivered by the industry's top professionals. «
- » Find solutions to work smarter, not harder, in the Marketplaces. «
- » Learn secrets of the trade from your peers during intense Mastermind Sessions. «
- » Dedicated networking + social time help you build the connections you need to succeed. «
- » Recognize our industry's elite practioners during our Member Excellence Awards ceremony. «
- » Enjoy hundreds of restaurants, shops and entertainment options, just steps from the hotel. «

THIS IS THE ONLY IBBA CONFERENCE IN 2019!

“The conference was fantastic and offered content for all levels of business brokers.”
Mitchel Cox

“All come away with good ideas from the workshops.”
Barry



“Wonderful conference!!”
Tiffany Kert

“Overall great event.”
Anteneh Dejene

“The presenters and material were informative and added value. I learned totally new information...”
Felicia Hardy

AGENDA AT-A-GLANCE

The IBBA Conference starts on Thursday May 9th with an evening Kickoff Reception, and concludes on Saturday May 11th.

THURSDAY MAY 9
(PRE CONFERENCE)

8:00am - 5:00pm **IBBA Course #301: Introduction to Mergers & Acquisitions** [SEPARATE REGISTRATION REQUIRED](#)

8:00am - 4:00pm **CBI Reinstatement, Fast Track & Refresher Programs** [SEPARATE REGISTRATION REQUIRED](#)

8:00am - 5:00pm **IBBA Canada Meeting + Training**

10:00am- 4:00pm **IBBA Board of Governors Meeting**

5:30pm - 7:00pm **Conference Kick Off Reception** *sponsored by*



FRIDAY MAY 10

7:00am - 8:15am **Breakfast with Main Street Exhibitors**

8:15am - 9:45am **Opening Ceremony + Keynote Session | Get Ready to Get Disrupted**

10:00am - 11:30am **Workshop Sessions**

11:30am - 12:30pm **Main Street Marketplace Exhibition**

12:30pm - 1:30pm **Lunch Program**

1:30pm - 3:00pm **Workshop Sessions**

3:00pm - 5:00pm **Mastermind Sessions**

5:30pm - 7:30pm **Main Street Marketplace Cocktail Reception** *sponsored by*



SATURDAY MAY 11

7:00am - 8:30am **Breakfast with Main Street Exhibitors**

8:30am - 10:00am **Workshop Sessions**

10:00am - 10:45am **Main Street Marketplace Exhibition**

10:45am - 12:15pm **Workshop Sessions**

12:15pm - 1:30pm **Member Excellence Awards Lunch Ceremony**

1:30pm - 3:00pm **Workshop Sessions**

3:00pm - 5:00pm **Seminar Speaker + Panel Discussion | Can Blockchain Finance Your Deal?**

WATCH FOR
DETAILS ON AN
OPTIONAL
SATURDAY NIGHT
SOCIAL ACTIVITY!

SUNDAY MAY 12

7:00am - 8:15am **Breakfast (for morning 4 hour and 8 hour Course takers only)**

7:45am - 8:15am **Association General Meeting (AGM)**

8:30am - 5:30pm **IBBA & MAS Courses** [SEPARATE REGISTRATION REQUIRED](#)

THE IBBA CONFERENCE CONCLUDES AT 5:00PM ON SATURDAY MAY 11TH.

THE AGM & OPTIONAL COURSES OCCUR ON SUNDAY MAY 12TH.

PROGRAM HIGHLIGHTS



NEW | CONFERENCE KICK OFF RECEPTION

THURSDAY, MAY 9th @ 5:30pm

We're kicking off the IBBA Conference in a BIG way this year! Meet and mingle on the beautiful Rosen Shingle patio while enjoying cocktails, hors d'oeuvres and entertainment. It's a great way to start your Conference experience!

sponsored by



CONFERENCE KEYNOTE |

JIM HARRIS

GET READY TO GET DISRUPTED

Whether you realize it or not, your world – and your clients' – is on the brink of drastic change. Disruption is occurring in every industry and business brokerage is not immune. Learn what's coming down the pipeline and how to embrace it as acclaimed disruption leader, author and consultant, Jim Harris, explores the volatility, uncertainty, complexity, ambiguity – and opportunity – that lies ahead.

Jim Harris is a one of North America's foremost thinkers on disruptive innovation speaking internationally at more than 50 conferences a year. *Association* magazine ranked him as one of the North America's top ten speakers. His clients include Barclays Bank, Canon, Columbia Tristar Pictures, IBM, Munich Re, SAP, the Top 200 CIOs of India, the UK Cabinet Office, Walmart, and Zurich Insurance .



MEMBER EXCELLENCE AWARDS CEREMONY |

SATURDAY, MAY 11th | 12:15pm - 1:30pm

RECOGNIZING YOUR SUCCESS | submissions accepted starting mid-January

THE MAIN STREET MARKETPLACE |

WORK SMARTER, NOT HARDER

EXPANDED FORMAT FOR 2019

You asked, we listened!

You'll now have more time to visit with all the vendors in our Main Street marketplace. From technology to funding, these solution providers help you find listings and close deals!



REGISTRATION OPENS FEBRUARY 1, 2019!

COURSES + CBI PROGRAMS

The IBBA is the business brokerage industry's premier source for quality education to further your skills and success. With offerings for both newer and tenured brokers, you're sure to find a course that expands your horizons and earns you credit toward the esteemed **Certified Business Intermediary (CBI)** designation.



**CBI PROGRAM REGISTRATION
IS OPEN NOW! APPLICATIONS MUST BE
RECEIVED BY APRIL 5, 2019**

CBI PROGRAMS

CBI FAST TRACK

Individuals who meet certain experience requirements may qualify for the Fast Track program. Your day includes a morning refresher, lunch, and the CBI exam in the afternoon.

[LEARN MORE + REGISTER](#)

CBI REINSTATEMENT

Previous CBI holders may qualify to reinstate their CBI designation with this program. Your day includes a morning refresher, lunch, and the CBI exam in the afternoon.

[LEARN MORE + REGISTER](#)

CBI REFRESH + EXAM

Traditional CBI applicants who have fulfilled all requirements can attend this optional refresh and live exam session. Your day includes a morning refresher, lunch, and the CBI exam in the afternoon.

[LEARN MORE + REGISTER](#)

IBBA COURSE OPTIONS

THURSDAY, MAY 9TH

TIME	COURSE	CREDIT HOURS
8:00am-5:00pm	Course 301: Introduction to Mergers & Acquisitions	8 credits

SUNDAY, MAY 12TH

TIME	COURSE	CREDIT HOURS
8:30am-12:30pm	Course 200: Internet Marketing Strategies for Brokers	4 credits
8:30am-12:30pm	Course 224: Pricing a Business to Sell	4 credits
8:30am-12:30pm	Course 307: Financing Larger Acquisitions	4 credits
1:30pm-5:30pm	Course 204: Effective Deal Team Management	4 credits
1:30pm-5:30pm	Course 237: Determining Net Transaction Proceeds	4 credits
1:30pm-5:30pm	Course 310: How to Win Listing Engagements with Larger Businesses (>\$1M)	4 credits

REGISTRATION OPENS FEBRUARY 1, 2019!

VENUE + PRICING



ROSEN SHINGLE CREEK RESORT | A LANDMARK OF LUXURY AND SERVICE

Golf, dine, shop and relax all within the expansive 225 acre Rosen Shingle Creek Resort property. Or, you're just minutes away from all of Orlando's best attractions, restaurants and entertainment.

Conveniently located just 11 miles from Orlando International Airport, you'll be engulfed in luxury soon after your Orlando arrival.

9939 Universal Blvd.

Orlando, FL 32819

[HOTEL WEBSITE](#)

Conference attendees receive a discounted room rate of \$195/night (+taxes) within the Conference room block. Book early! The room block closes **April 17, 2019 and once the room block is full, prevailing retail rates apply.**

CLICK TO BOOK!

[BOOK YOUR HOTEL ROOM NOW!](#)

REGISTER EARLY + SAVE BIG!

CONFERENCE PASS PRICING

\$675.00 USD

\$775.00 USD

\$899.00 USD

\$925.00 USD

REGISTRATION DEADLINE

On/Before 02/28/2019

On/After 03/01/2019

On/After 04/19/2019

Onsite



Listed prices are for an IBBA Member Full Conference Pass. See the IBBA Conference website for non-member pricing, joint M&A Source conference pricing, guest pricing, and terms and conditions.

REGISTRATION OPENS FEBRUARY 1, 2019!