



UPPER VALLEY COMPUTER INDUSTRY ASSOCIATION

Providing a Forum Linking Technology and Business Resources in the Upper Valley

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please note that this event is on Thursday

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**Thursday** October 18, 2007

Fireside Inn & Suites, West Lebanon, NH (I89, exit 20)

Breakfast 7:30am, Meeting 8:00 - 9:00am, both in the Ballroom

\$20 per person (includes breakfast)

Cash or check ("UVCIA") at the door. No credit cards.

UVCIA  
c/o SSBS  
220 VT Route 132  
PO Box 237  
South Strafford, VT 05070

email:

PRIOR REGISTRATION REQUESTED by email or telephone to Brett Bourne

[Reservations@uvcia.org](mailto:Reservations@uvcia.org)

v 802/295.4415, x3103

[reservations@uvcia.org](mailto:reservations@uvcia.org)

[info@uvcia.org](mailto:info@uvcia.org)

agenda

[posting@uvcia.org](mailto:posting@uvcia.org)

7:30 Registration, networking, and breakfast

7:55 Introductory Remarks - Brett Bourne, President UVCIA

[scholarship@uvcia.org](mailto:scholarship@uvcia.org)

8:00 **"Business Valuation & Exit Strategies:  
Planning for the End Game"**

[webmaster@uvcia.org](mailto:webmaster@uvcia.org)

**Wayne Wilson**, Wayne Wilson & Company, Sunapee,  
NH

[www.waynewilson.com](http://www.waynewilson.com)

Most owner/CEOs look forward to the day when they can cash in some or all of their business "chips". Many have not, however, thought much beyond the dollar signs to the process or mechanics by which the pay out can be achieved. When asked, their answer is often "I guess I will just sell the business". And while selling the business may be the right choice, some other options are worthy of consideration as well. And then there are those nettlesome questions about valuation and acceptable currencies.

This presentation will highlight some important questions, definitions, and options for your consideration illustrated by actual case examples.

8:25 **"WWW.NETWORKING.COME and learn more! "**

**Janet F. Cote**, West Central NH Regional Manager  
MicroCredit-NH

7 Wall Street, Concord, NH 03301

<http://www.microcreditnh.org>

Networking in business is essential. Most know that "word of mouth" marketing and referrals are the best source of business. Who you know and who knows you can make all the difference.

Google Search

the web  uvcia.org

In this brief session we will cover the "WWW" of networking. WHO should you be connecting with?

WHAT should you be saying and not saying? WHERE makes sense? Members attending will receive

NETWORKING Guidelines and other take away handouts for their use.

Highlights:

NETWORKING DOs and Dont's

30 second elevator speech

Best opportunities for networking in Upper Valley

9:00 The Magic Minute (New York version) where attendees get to introduce themselves and state what products, services, or skills they offer or, are seeking.