

2009 WINTER SEMINAR TOPICS

❖ Controls for Financial Management to Increase Profit

You need an easy to create plan that will give you controls on **Revenue, Costs of Goods Sold, Overhead, Cash Management and Long Term Planning.**

This workshop will provide a simple to implement program that attendees can use immediately.

❖ Business Valuation for Geeks and Non-Geeks

When a business owner has **70% or more of their total net worth** tied up in one investment, we call that investment **their business.**

You need to know how to value it, what is increasing its value and what is holding back its value. Attendees will learn these points from an expert who has appraised over 2,000 funeral homes.

❖ Growth By Acquisition

Why spend many hours trying to build your business by 2-3 calls a year, when you can spend half the time and grow your business by a **hundred or more calls** if you have a game plan for Acquisition?

Attendees will learn the secrets of Acquisition from an expert who has been involved in over 600 business transfers.

❖ Building and Capitalizing Upon a Reception Center

If you are trying to make your business stand out, a Reception Center can be the answer. Before investing thousands of dollars with an architect, you must understand **what to build and how to pay for it.**

❖ Preneed Perspectives

Preneed is not an optional part of your business. When established properly, it can **add value and cash flow to your business.**

But if it is implemented poorly, it can be a painful condition for the rest of your business life. Learn from the expert how to handle Preneed properly.

Get a sneak peek into Dan's fourth book which deals with Preneed.