

## Programs

We are starting the year off with a bang.

- FPA Hampton Roads is very pleased to have Dr. Gil Yochum from Old Dominion University for an Economic Update for our January Breakfast Meeting (Southside). Known for his work with the Hampton Roads Forecast, he and his team at Old Dominion have the pulse of our area as well as ability to compare to the trends in the remainder of the Nation. Get your Q and A's ready.
- Ron Pearson (to whom I am greatly indebted for a number of reasons) will be providing the Ethics CE in January at the Central Library. As many of you who have attended last year, the use of "real life" scenarios has made this continuing education event even more valuable and informative. Like the scenarios we face day to day, no right answer, nothing clear cut but really gets you thinking about "what would I do if ....."
- We are trying something a little different for the Breakfasts in February and March. As many of us deal with business persons who are looking at "throttle back" scenarios, they come to realize that their business is their largest asset and they need to do something. Often "sell" comes to mind as one alternative. Easy to say but how do you really go about selling a business and how much is it worth? In February, Leon Garber is going to touch upon the first question and in March, Gary Baum, a business valuation expert will address the second. An excellent one-two punch on giving us background and information to help our clients get their arms around this disarmly simple question: How do I sell my business?
- But even if "selling" is not in the cards, an effective "buy-sell" is. Why? What are the choices? What are the pros and cons of each? How do we get his in place? What does it cost? How do we change it as things in the business change? How do we fund it? We are bringing Gary Baum back for our February CE to answer just these questions. In the Central Library as watch the meeting announcements.