

The KIP Business Report

For leaders of the new urban economy

May 1, 2006

TO: Ken Stein, president
The Kensington Company

FROM: Cynthia Franklin, editor *Cynthia*

RE: May 23rd - "How to Buy a Business" Workshop

Thank you for agreeing to be our featured speaker at the May 23rd "How to Buy a Business" workshop. This will be the seventh and final session of the highly successful U.S. Small Business Administration/KIP Business Report workshop series. The class will be held from 6:00 p.m. to 8:00 p.m. at 26 Federal Plaza, Room 3305 in lower Manhattan. The entrance is on Duane Street.

The purpose of the evening is to expose would-be entrepreneurs and owners of existing businesses to the in's and out's, pluses and minuses of buying a business. We hope your remarks will address critical issues such as:

- ❖ finding the right business
- ❖ evaluating the opportunity
- ❖ valuation
- ❖ making the offer
- ❖ cash-conserving strategies, i.e., borrowing against company assets, owner financing, leasing-to-own, etc.
- ❖ whatever other areas you deem appropriate

We ask that you speak from 6:00 p.m.-7:00 p.m., after which time there will be a 25-minute Q&A. The room is equipped with a projector and laptop for PowerPoint presentations. If you plan to use handouts, we can arrange to have those photocopied for you. Simply email the files to me by May 16th.

If you have any questions at all, feel free to give me a call at 646-546-5972.

Look forward to seeing you on May 23rd!

Best regards.

P.S. For more information about the SBA/KIP Business Report Success Series, visit www.kipbusinessreport.com/success_series