



**RAYMOND  
TERRACE**  
Business  
Association

## NETWORKING SERIES

RAYMOND TERRACE BUSINESS ASSOCIATION

**TUESDAY 7<sup>TH</sup> JUNE '11**  
7am

### TOPICS

Succession Planning For Your Business  
Draft Raymond Terrace Marketing Plan

### GUEST SPEAKERS

David Elbourn  
Director  
Dillon & Elbourn Chartered Accountants

Kathie Heyman  
Director  
chaos2control

### COST

\$20 for members  
\$25 non-members  
See registration form for payment details

### VENUE

Sir Francis Drake  
Pacific Highway  
Motto Farm

### RSVP

12pm, Monday 6<sup>th</sup> June 2011  
Raymond Terrace Business Association  
P: 4983 5276  
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E: admin@raymondterracebusiness.com.au

### “SUCCESSION PLANNING FOR YOUR BUSINESS”

By David Elbourn

### “DRAFT RAYMOND TERRACE MARKETING PLAN”

By Kathie Heyman

Raymond Terrace Business Association invites you to the June networking breakfast.

We are pleased to announce that David Elbourn, Director of Dillon & Elbourn Chartered Accountants, who has been in the accounting profession for over 25 years will be the keynote speaker on the morning.

David's entrepreneurial talents and hands on approach have seen his clients ranked in BRW's fastest 100 growing clients in Australia.

David will be discussing with us “Succession Planning for your Business”

Did you know:

- only 38% of SME owners have a succession plan
- 40% of SME's plan to sell in the next 5 years
- 50% will rely on the proceeds of sale to assist in their retirement

David will also answer the questions:

- What effect will exiting Baby Boomers have on your business?

- How will this factor impact on the value of your business?
- What are the opportunities for those remaining in business?
- Is your business succession ready?

Our other speaker at the breakfast will be *Kathie Heyman from chaos2control.*

*Kathie will present and distribute the Draft Raymond Terrace Marketing Plan. Kathie will also talk through the outcomes of the Marketing Surveys and the Marketing Workshop session held recently.*

The morning program will also feature time for networking opportunities, so ensure you bring along your business cards

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