

PRESIDENT'S MESSAGE
June 2010

President's Message:

To My Fellow ICBC Members:

RE-IMAGINE, RE-ENERGIZE, NETWORK

That is the theme for our annual ICBC conference to be held in beautiful San Antonio, Texas! This year we are excited to announce a joint conference with the Texas Association of Business Brokers (TABB) that will begin on Tuesday, September 21st with a variety of IBBA certified courses on Tuesday and Wednesday and then a dynamic group of speakers beginning on Thursday, Friday and half day on Saturday as is normal.

I think all that attended last year's conference in Minneapolis in conjunction with the NEBB's group found the conference to be very beneficial as we met many new people with a variety of backgrounds from all over the country. As with any conference I believe we all left feeling that we had learned some new things, refreshed our understanding of things we had forgotten and renewed friendships and networking opportunities.

I believe this year's conference will be no less exciting and beneficial as we are able to offer IBBA approved courses that can apply to those seeking certification as a CBI from IBBA or for those that need Continuing Education credits from states that recognize IBBA courses for CE credit towards their real estate licensing requirements.

Make your plans now to re-energize your practice by attending this year's ICBC Conference in San Antonio!

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Editors Column

This newsletter issue is dedicated to the 2010 ICBC Annual Conference. This year we are excited to announce that we are joining with the Texas Association of Business Brokers annual conference. We are looking forward to the added benefits of having the two groups together.

Recently I was talking with some members of the Murphy Business Advisory Board regarding the benefits of their ICBC membership. Just a few of the benefits they mentioned included: instruction on best techniques, development of relationships with knowledgeable experts in all the transfer fields, certification, and pathways to other support services. In other words, join the "Best of the Best" and create opportunities to make more money.

The annual conference is the perfect venue to take advantage of these benefits. Be sure and put San Antonio on your calendars for September 22-25, 2010!!! Our focus this year is on:

Re-Imagine Your Business!

Re-Energize Best Practices!

Network with Expert Practitioners to Transform Your Business

I look forward to seeing you in Texas.

Regards,

Roger Murphy
Newsletter Editor



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Visit us on the web
at:

[www.i-cbc.org/
conference.htm](http://www.i-cbc.org/conference.htm)

JOINT CONFERENCE
SEPTEMBER 22ND-25TH
SAN ANTONIO, TX



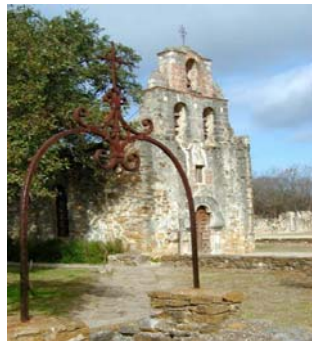
RE-IMAGINE YOUR BUSINESS!

RE-ENERGIZE BEST PRACTICES!

***NETWORK WITH EXPERT PRACTITIONERS TO
TRANSFORM YOUR BUSINESS***



Mission Concepción
San Antonio, TX



Mission San Francisco
de la Espada

DON'T MISS THIS
YEAR'S JOINT
CONFERENCE!

MERGING GREAT
MINDS TO TACKLE
BUSINESS SOLUTIONS
FOR TODAY'S
STRUGGLING
ECONOMY!

MARK YOUR CALENDAR
WE LOOK FORWARD TO
SEEING YOU THERE!!



Botanical Gardens
San Antonio, TX



Marion Koogler McNay Art
Museum
San Antonio, TX

Don't Miss Our Exciting Line Up Of Speakers
With A Wide Range Of Topics And Expertise!!

Security Licensing Update

John Willems

How to Purchase a Business Using Your Pension

Fred Whitlock Group

I Can Guarantee the Sale of Your Business or its Assets – Can Anyone Else Say That?

John Harris

Investment Banking

George Karutz, Jr.

Financial Markets Update

Scott Shulman

The Domino Dynamics of Estate Planning

Carolyn J Smith

Bruce A. Johnson, ASA

Franchise Update

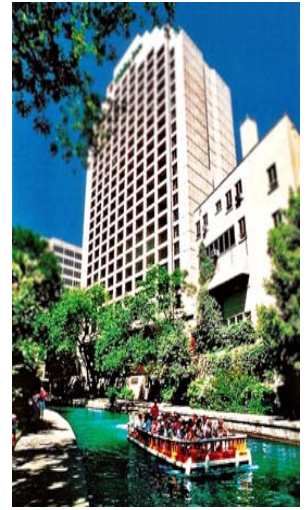
Tom Miller

How to Find and Work with Angel Investors

Angel Capital Roundtable

Masters of Success and Sales

Shelli Howlett



**CONFERENCE REGISTRATION
SAN ANTONIO, TX
SEPTEMBER 22 - 25, 2010
REGISTER EARLY AND SAVE!**

Name: _____ Name on Badge: _____

Designations: _____

Company: _____

Address: _____ City: _____ State, ZIP: _____

Telephone: _____ Email: _____

Spouse Name: _____ Name on Badge: _____

Pre-Conference Classes (Classes are 8 hours and offered concurrently)

- 1. Monty Walker \$250 _____
- 2. John Willems \$250 _____

Early Bird Conference Registration Fee Before August 15th 2010: \$495 _____
(Registration to the conference includes Riverwalk Cruise)

Spouse Registration Fee (Meals and Riverwalk Cruise): \$295 _____

Conference Registration After August 15th 2010: \$595 _____

New Member's First Year Dues: \$100 _____

Total Amount Due: \$ _____

Type of Credit Card (All types accepted): _____ Amount Authorized to Charge: _____

Card No. _____ Exp date: _____ Secure Code: _____

Check Accompanying Registration: Yes No

Fax: Completed Application To: 503-292-8237 or Mail To: 18831 Willamette Drive, West Linn, OR 97068

Have You Made Your Hotel Reservation Yet? Make Your Flight Registrations Early For A Low Cost Ticket!

ICBC 2010 Annual Conference Class instructors

JOHN WILLEMS

John Willems is an attorney who has been practicing in the DFW area since 1982. For his preparatory education John received his Bachelor of Science in Management, with a minor in accounting from the State University of New York in 1977. He received his J.D. from the SUNY Buffalo, John Lord Obrien School of Law in 1981.

Mr. Willems' practice centers around "Representing Business Owners from A to Z" and has a heavy emphasis in handling business transfer transactions, from every angle. He regularly represents Sellers, Buyers, and both the Buyer and Seller as an intermediary attorney in Texas, and outside of Texas with the assistance of local counsel. He worked for a banking and SBA law firm for the first ten (10) years of his practice.

John has been the general counsel to the Texas Association of Business Brokers ("TABB") since 1989. From 1985 to present he has been a regular seminar instructor and guest lecturer for TABB, the International Business Brokers Association ("IBBA") and other trade associations, as well as being a continuing education instructor for the legal profession. He is the author of legal based business broker education courses for IBBA University and TABB and teaches these courses across the United States for trade and state associations of business brokers, as well as for private businesses.

John has been an Adjunct Professor for both the University of Texas at Arlington and the University of North Texas. He has had a hand in drafting virtually all of TABB's forms for use by business brokers in Texas and recently assisted in the drafting of the TABB Texas State Securities Board Policy Manual and privacy policy for those business brokers in the State of Texas who are registered with the State Securities Board.



John Willems, Attorney
Law Office of John C.
Willems, III

MONTY WALKER

Monty W. Walker is a Certified Public Accountant with a diversity of experience in the private closely-held business arena. Having come from an entrepreneurial family, Monty has a comprehensive business background spanning over 24 years which includes experience in both startups and established entities. Monty spent a significant portion of career as an industry CFO in the private sector for an Investment Trust based in Dallas, TX. He has also owned and operated several of his own businesses. Thus, his experience comes from being directly in the trenches.

Monty supports Entrepreneurial Clients throughout the country. He has been recognized by his peer group in the Business Transfer Industry as one of the foremost innovative advisors to Small Business Owners in the areas of Business Transactions, Business Structuring & Design, Business Tax Planning and Business Exit Planning. Monty's flag ship and most sought after service from clients throughout the county is his Business Transaction Advisory Services. He works with Business Sellers, Business Buyers and their various advisors, such as Business Intermediaries, Accountants and Attorneys, to manage the unique financial, tax, planning and procedural matters associated with Buying and Selling a business. Due to his background in the area of business transfers and business transitions he is often referred to by his clients and colleagues as a --- "Business Transaction CPA".



Monty Walker
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