

WHAT DO YOU WANT OUT OF GABB?

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What do you want out of the GABB? When I joined GABB a few years ago, I didn't really know the answer to that question. I did know that this was an organization populated by professional business brokers, and those were people I wanted to get to know and, in many cases, emulate. Simply hanging out with folks more experienced than I am allows me to pick up little bits of insight. For someone new to the business of selling businesses, I felt it important to get that exposure.

The education component is also important to me. Not only do I learn something every time I talk to a more experienced broker, I find GABB's twice yearly formal education opportunities hugely valuable. I have never missed a fall or spring conference. Has every single course been exactly what I needed at that particular time? Maybe not. However, the vast majority of courses at the GABB seasonal conferences have helped me further my career at a very reasonable price. Downright cheap in some cases.

Getting to know the affiliate members is also beneficial. I learn from them, and those relationships make me look more professional in front of clients. Bankers, lawyers, accountants, investment advisors and others with years of experience in our industry help insure a smooth transfer of ownership. Their professional approach rubs off on us, making us look good by bringing them into the equation.

There are many other benefits to membership in GABB. The ones I like may not be the same ones you prefer. To insure we are offering what our membership needs and to make sure we remain valuable to both broker members and affiliate members, the GABB board of directors has put together a survey. If you have not received one yet you, will soon and I encourage everyone to take the time to complete it. There is also a link to the survey in this newsletter. This is your opportunity to tell the board, in a confidential manner, what you want to get out of your membership. Let us know if you want more of something, less of something else. By taking a few minutes to complete the survey, you will have an impact on the future of our organization.

So please, let us know what you want out of GABB.