
GABB Today

Volume 105 Issue 2 Newsletter of the Georgia Association of Business Brokers February 2005

Director's Letter

It's difficult to believe GABB's 11th Annual Spring Conference is about to arrive, for it seems like only a few years ago when we kicked off the first educational opportunity for our members.

GABB offers so many great opportunities for its membership, but personally, I believe none are as important as the opportunity that's presented to us in the field of education. Many of us who have taken these courses over the years can attest to the fact that seldom does one not benefit in some way from each course.

Frankly, there are some courses in which you may get more out of than others, but there's always something to learn from each of them. Just one gem of an idea, or a little extra knowledge received, could possibly be of assistance to you during negotiations or at the closing table.

This year's conference is shaping up to be one of our best conferences. Jeff Merry, our fine Conference Chairman, is working diligently in putting together a great array of speakers to present our various subjects on Saturday. These people are being hand-picked in order to assure you that, in addition to having good subjects, we will have the best people available to communicate them to you.

You'll see the subjects listed elsewhere in this publication, and I know you will be impressed with those subjects chosen. In addition, the IBBA courses that are being offered on Friday are also quality courses with exceptional instructors.

Of course, aside from the educational information presented to you, you will have the opportunity to purchase some of the best business-brokering books available, at a discount of 25%.

In addition to all of the above benefits received, perhaps one of the finest benefits will be simply the opportunity you will have to get to know our GABB members better. Networking can prove to be invaluable in the business-brokering business, not only by learning from one another, but by enjoying good friendship among our people.

Unfortunately, there are many people in our profession who claim to be business brokers, who never attempt to become better educated in business brokering. The more educational opportunities available to you, the better chance you have for your potential clients to compare your professionalism to those who have no business-brokering education.

Don't miss this opportunity. Sign up today and take advantage of the hard work and preparation that is being done to present you with a very important and impressive weekend.

For you who participate, you may want to open up additional bank accounts. It's normal for you to receive many more commissions from closings after participating in one of GABB's conferences.

Charles A Jay

MEETING NOTICE: Tuesday, February 22, 2005, 10:30 AM

The DeKalb BOARD OF REALTORS
1414 Montreal Road, Tucker 30084-8140
770 410-7582 ♦ www.gabb.org

"Stump the Experts"
Got a problem closing a deal?
Bring your questions and find a solution!

**11th Annual Spring Educational Conference
March 4 & 5, 2005
Conference Registration Form**

Name	Course Selection	
Company	CIRCLE ONE: #155 #380	
Address	_____	
City	_____	
Business Ph:	Home/Cell Ph:	
Fax	E-Mail	

Registration Fee for:	GABB Member	Non-Member
Conference weekend (incl. the IBBA course):	\$290.00	\$320.00
Saturday Sessions ONLY	\$155.00	\$170.00
Friday Session ONLY (IBBA 8 hours)	\$155.00	\$170.00
Real Estate Continuing Education Credit	\$ 25.00	\$ 25.00
Late Fee (Registration AFTER March 3 rd)	\$ 15.00	\$ 15.00

*To receive Real Estate CE credit, your \$25 fee

MUST BE PAID WITH YOUR REGISTRATION FEE.

*Non-Members from out-of-state will receive GABB Member rates.

~Special for New GABB Members~
Join GABB at this conference and
we will waive the \$100.00 GABB application fee.

REGISTER TODAY!

Make Checks Payable to GABB & Mail to:

Art Lennig, Treasurer
Lennig & Associates
P.O. Box 801170
Acworth, GA 30101

Location: The Marriott Perimeter Center, 246 Perimeter Center Pkwy, Atlanta

NOTE: All necessary paperwork will be submitted to the Georgia Real Estate Commission prior to the conference, in anticipation of receiving approval for 6 hours of Real Estate Continuing Education Credit on both Friday and Saturday.

For additional information, please contact Conference Chairman, Jeff Merry at (770) 534-6630, or Charles Jay, GABB Education Chairman at (478) 477-6272.



Affiliate Spotlight

Jim Town Business Evaluation & Appraisal, Inc.

P.O. Box 829 Chipley, FL 32428-0829
 Phone: 850-773-8000 Fax: 850-773-8333
 jim@businessevaluation-appraisal.com http://www.businessevaluation-appraisal.com
 GABB Member since 1993

Affiliate member Jim Town is the President of Business Evaluation & Appraisal, Inc. in Florida and an associate broker with Prime Business Investments, Inc. in Atlanta. Jim is a CBI, a member of IBBA, and a lifetime member of the GABB Million Dollar Club.

After almost twenty six years in Atlanta, Jim moved to Sunny Hills, Florida, where he hoped to relax a bit. However, because of a steady demand for his services, Jim finds himself working more than anticipated.

Business Evaluation & Appraisal, Inc. was incorporated in 2002 as a Florida entity. The company's prime focus is on investment-value appraisals for business owners. Investment-value appraisals consider such dimensions as cash flow, assets, and the "bankability" of accounting records. They also consider whether the anticipated transaction will be a stock or asset deal, whether there will be seller financing, and how the sale price might be allocated. These analyses, taken as a whole, provide a "tactical" evaluation to establish the range of possible market values for the business.

Jim's firm's business comes from three primary sources: accounting firms when clients have received unsolicited offers; business brokerages that need a third-party valuation; and business owners contemplating a sale.

Jim's advice to new GABB members is to "take all the education courses you can as rapidly as possible to become professionally knowledgeable." For experienced members, he recommends serving in positions to support GABB and IBBA and mentoring new brokers.

TECHNOLOGY TODAY

Top 10 - Software & Gadgets

Acronis True Image 8.0 - Under \$40.
 Linksys EtherFast® Wireless AP + Cable/DSL Router - Under \$50.
 Instant PowerLine USB Adapter - Under \$60.
 The Dell E153FP 15" Flat Panel LCD Color Monitor - Under \$225.
 TalkSwitch Phone System. Under \$650
 1 GB USB JumpDrive Storage Device - Under \$95.
 Dell Photo All-in-One Printer 962 - Under \$155.
 Kodak EasyShare CX7300 Digital Camera - Under \$100.
 Adobe® Acrobat® 7.0 Standard - Under \$300.
 Microsoft Office Small Business Edition 2003 - Under \$360

Top 10 - Marketing Services & Tools

Customized GABB listing link(s) for your website.
 Company Website & Customized Email
 Automatic Email Responders
 Buyer/Seller Email Address Management
 Search Engine Placement
 File Management & Distribution
 Post Cards
 Direct Mail
 Telemarketing
 Instant Messaging - It Brings Offices Together



Visit the link, <http://www.gabb.org/2005>, to learn how this list can work with your brokerage office, complete descriptions, pictures, and much more...

Jeremiah Johnson

New Associate Members:

**DeSoto A. Wilson &
 Gus Jordan
 Metro Brokers/GMAC
 Real Estate
 Duluth, Georgia
 404-843-2500**

**Mary Vidarte
 Georgia Landfinders, LLC
 Alpharetta, Georgia
 404-245-1245**

Pending Affiliate Member:

**Marc D. Smith
 Magnolia Financial, Inc.
 Atlanta, Georgia
 404-664-7037**

Meet A Member— Up Close & Personal

Name: C. PATRICK HARKINS

Company: ANCHOR BUSINESS ADVISORS, INC.

Position: OWNER

Pat Harkins has been a business broker since June of 1997, and he became a GABB member that year. He earned an undergraduate degree in accounting from the University of Notre Dame and an MBA from DePaul University. As a CPA, he spent 5 years with a large national CPA firm and accepted a job as Controller for one of his clients. He served in various capacities as a Chief Financial Officer for three different companies over 16 years spanning the manufacturing, service, software and high tech industries.

“The crowning moment in my career came when I was crazy enough to quit a high paying and secure Sr. VP & CFO job in the summer of 1995 and board an airplane with my wife and 4 sons and fly 17 hours to Auckland, New Zealand. We lived on the ocean in a little town 2.5 hours south of Auckland known as Mt. Maunganui. I was promoted to Harkins’ School Bus Driver and playmate for all my sons after school. After seven months in New Zealand, we spent four months touring the continent of Australia. On the other side of the coin, the scariest moment in my life came after a 17 hour flight from Sydney. We landed in Chicago and promptly purchased a new van. After saying goodbyes to family, we headed south with no job, no real destination, 4 boys that needed to be enrolled in school in 5 weeks and a very hastily assembled plan.

The best thing about me is my family including my soul-mate of 31 years, Kathy, and four sons ranging in age from 17 to 23 years old. My oldest son, Corey is a first year medical student at Medical College of Georgia while Sean, the second son is a junior at the University of Georgia in the Terry School of Business. My third son, Patrick, is a freshman at the University of Georgia majoring in pre-med/biology. Lastly, our youngest son, Ryan, is a junior at Walton High School and was privileged to play on their football team which finished 4th in the state this year.

Reminder of By-Laws Amendment**Vote-Tuesday, February 22nd, 2005**

All GABB Active and Associate Members: Please remember that at the next meeting we will be voting to amend the by-laws pertaining to Membership. The Board is recommending that the following language be deleted: “In lieu of the agent/associate member of the GABB demonstrating relevant experience in business brokerage or having the required two listings, the agent/associate can become an associate of the Broker Member of the firm, who is an active member of the GABB, and who recommends the agent/associate within his/her firm and is willing to assume responsibility for training the incoming agent/associate in the field of business brokerage.”

Your Board is recommending this action because we have found that there is a formidable challenge in interpreting the wording in practical application to a wide variety of new member situations; this challenge is counter to the intention of the Board in instituting this option. It is possible that an option similar to this may be offered in the future should the Board be able to explicitly define the situations under which this option may be chosen in a manner that is not open for interpretation or ambiguity.

Thank you for your continued support as your Board works to uphold the mission and values of the GABB.

*-Pat Harkins***Million Dollar Club Announcement:**

It's time again to identify Qualifiers for this year's "Million Dollar Club"!
If you generated more than \$1 Million in Total Sales for 2004, please advise

Van Watkins as soon as possible at 404-843-2500.

You will be e-mailed a GABB Million Dollar Club Rules & Regulations package that

**must be completed by this month's GABB Meeting on
February 22, 2005 in order to qualify for recognition.**

We will publicly honor each Qualifier and celebrate at our Million Dollar Club Banquet in early May.



GABB
Georgia Association
of Business Brokers

2005 DUES INVOICE

NOW PAST DUE

For any late payments, listing in the Member Directory may not be guaranteed.

Current Members: Make Check Payable to GABB and Mail to:

Art Lennig
Lennig & Associates
PO Box 801170
Acworth, Georgia 30101

COMPANY OR INDIVIDUAL ACTIVE MEMBERSHIP (Brokerage) : \$145.00

ASSOCIATE MEMBER/AGENT OF ACTIVE MEMBER: \$125.00

AFFILIATE (Non-Brokerage Support Profession) MEMBERSHIP: \$125.00

AGENT OF AFFILIATE MEMBER: \$125.00

"I am eligible for renewal under the terms of the Attendance Requirements attached. Enclosed is my check number _____ in the amount of _____, which is payment in full for my 2004 membership dues."

"I am not eligible for renewal as I have not met the minimum Attendance Requirements. In addition to Dues, please find the \$100 Re-Application Fee. I understand the Membership Chairman may contact me for any additional information required to process my Membership Re-Application. Check # _____ and total amount _____ remitted."

YOUR Name: _____

Active Member or Affiliate Member Company Name: _____

Product/Service of Affiliate (Support Profession) _____

Company Address: _____

Office Phone: _____ Fax Number: _____

Pager: _____ Cell: _____

E-mail Address: _____ Web Address: _____

Spouse's Name: _____ Home Phone: _____

Home Address: _____

*"I am up-to-date in my GABB BBMS payments to BizMLS, a requirement of
Active (Brokerage) Membership" _____ Signed*

NOT a member, but want to be?

Contact Van Watkins at 404-843-2500

TODAY for an Application Package.

GABB TODAY

Georgia Association of Business Brokers

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Tucker, Georgia 30084-8140

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770-649-7666

Vice President:

Greg DeFoor
678-581-5966

Secretary:

James Welch
404-843-2500

Treasurer:

Art Lennig
678-852-6228

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404-627-4454
Tom MacPherson
770-753-4323 x14
David Still

770-962-8399

Van Watkins

678-587-7642

Past President:

Kathryne Pusch
770-918-9390

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Charles Jay
678-477-6272

Jeff Merry
770-534-6630

BBMS:

Greg DeFoor
678-581-5966

Forms:

Nick Nicholson
404-874-6262
Dave Chambliss
404-627-4454

Germaine Curtin
404-869-0122

Membership:

Van Watkins
404-843-2500

New Member Orientation:

David Still
770-962-8399

Jeff Merry
770-534-6630

Hank Tanner

770-534-5868

Monthly Speakers:

David Still
770-962-8399

Ethics :

David Still
770-962-8399

Internet :

Kathryne Pusch
770-918-9390

Million Dollar Club :

Van Watkins
678-587-7642

Professional Designation :

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Listings, Information, Members,

and **GABB** Newsletter On-Line

GABB Website: www.gabb.org