

**Technology Association of Georgia
Faculty – Managing Your Business as an Asset – Winter 2008**

	Thursday, February 21, 2008, 6:30pm to 8:30pm
the nuts and bolts of your business management	Proposed instructor
financial records	John Carpentier, Tarpley & Underwood
human resources	Kevin Cruse, HR Cruse & Associates LLC
risk management	Jeremy Borak, CBIZ
real estate	Eric Vayle, The Staubach Company
	Dave Chambless, Abraxas, moderator

	Thursday, February 28, 2008, 6:30pm to 8:30pm
your business's tangible and intangible assets	Proposed instructor
off-balance sheet assets and liabilities	Dave Chambless, Abraxas
technology and intellectual property	John Harris, Morris Manning & Martin
strategic partners	Paul Terlemezian, iFive Alliances
	Dave Chambless, Abraxas, moderator

	Thursday, March 6, 2008, 6:30pm to 8:30pm
financing your business	Proposed instructor
internal cash flow	Katie Goodman, Grisanti, Galef & Goldress
commercial loans, lines of credit, and SBA loans	John Seeds, Atlantic Capital Bank
private equity groups	John McCarty, Roswell Capital Partners
private investors	John Morabito, Merrill Lynch
	Dave Chambless, Abraxas, moderator

	Thursday, March 13, 2008, 6:30pm to 8:30pm
your business as an asset	Proposed instructor
your business as an asset	Dave Chambless, Abraxas
your business in the context of your portfolio	John Nicholas, Morgan Stanley
your business in the context of your estate	Chris Cosenza, Cosenza Wealth Management
your business in the eyes of the IRS	Murray Saylor, The Saylor Law Firm
	Dave Chambless, Abraxas, moderator

	Thursday, March 20, 2008, 6:30pm to 8:30pm
planning your exit	Proposed instructor
developing an exit strategy	Dave Chambless, Abraxas
trial due diligence – financial	Joe Dresnok, Management Horizons
trial due diligence – legal	Scott Augustine, Hartman, Simons, Spielman & Wood, LLP
	Dave Chambless, Abraxas, moderator
	Thursday, March 27, 2008, 6:30pm to 8:30pm
marketing and exiting your business: a panel discussion	Panel members
identify your buyers	Kurt Bonatz
market your business	Malcolm Gibbins, Primatech Digital Printing
negotiate the offers	Jenny Bass, Essve Tech
close the deal	
	Dave Chambless, Abraxas, moderator

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