

# 8 Value Drivers in Business WORKSHOP

**DATE:** October 19, 2016 **TIME:** 8:00 to 10:00am (MDT) **LOCATION:** Miller Corporate Partnership Center

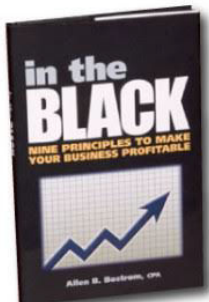
## YOUR WORKSHOP LEADERS



**Roger Knecht, President, Universal Accounting Center**  
Speaker, Author, Business Value Builder & Trainer - Roger Knecht can help you develop a team of committed individuals for success and profits using a proven system.



**Scott McKinley, Structured Power Coaching/Value Builder Implementation Coach**  
Mr. McKinley has spent a decade working with business owners, students and graduates of Universal Accounting Center as the senior marketing coach. He has personally assisted hundreds of individuals in the development and growth of their own businesses.



## Cut to the Chase

When implemented these principles can make your business more profitable. You'll learn:

- Seven Key Elements to the sales process to insure you are helping your customers understand why you are the best solution and decide to move forward.
- How to Increase Revenues with a well-trained sales team who are not Order Takers but Master Closers.
- When revenue counts, what are you doing to train and support your sales team?

Whether you are starving for it or choking on it, growth is vital for a healthy business and limitless revenue.

*"The first and most important threshold for the growth of your company is to stop seeing it as an extension of yourself and start seeing it as its own being, with its own needs, aspirations and destiny. It's when you set it free that it becomes your servant and not your master." — Roger Knecht*

## Built to Sell: 8 Things That Drive Your Company Value

If you're like a lot of entrepreneurs, you use your Profit & Loss (P&L) statement as your report card at the end of the year. You may even use your P&L to figure out what your company is worth by applying a multiple to your profit. But having worked with more than 20,000 entrepreneurs using The Value Builder System™, we've seen examples of companies that fetch up to three times more than the average price for companies in their industry.

Whether you want to sell your business – or just know that you could – you'll learn the eight things that drive the value of your company and suggestions on how to dramatically increase the value of your business.

**BREAKFAST INCLUDED**

**GIVE US TWO HOURS OF YOUR TIME,  
AND WE'LL GIVE YOU YOUR LIFE BACK.**

**REGISTER TODAY AT: <http://universal-accounting.eventbrite.com>**

DATE: October 19th TIME: 8:00 TO 10:00am | Breakfast Included

LOCATION: Building MPDC at the Miller Campus of Salt Lake Community College, 3rd Floor.  
9750 South 300 West, Suite 228, Sandy, UT 84070.

**Seating is Limited!**

## ABOUT THE VALUE BUILDER SYSTEM™

The Value Builder System™ is a statistically proven method for increasing the value of a company by 71%.