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Earn 3 CEU Credits

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singer nelson charlmers
architects & engineers

continuing education
series

OWNERSHIP TRANSITION AND VALUATION OF YOUR A/E FIRM

DATE	Friday, November 17, 2006
TIME	Registration and Continental Breakfast 8:30 am • Seminar 9:00 am – 12:00 pm
LOCATION	Singer Nelson Charlmers 1086 Teaneck Rd, 5th Floor, Teaneck, NJ 07666
COST	\$150 per person

CONTINUING EDUCATION CREDITS

You will receive 3 CEU Credits. This program is approved by the National AIA, but may be subject to approval by NY State for CEUs. This is HSW (Health, Safety, Welfare) qualified. This seminar is **not** approved for NY State Engineering Credits.

PROGRAM HIGHLIGHTS:

Who Should Attend?

This program is specifically designed for Senior Executives of Architecture and Engineering firms who want to maximize their investment while insuring the long term survival of their firm:

- Sole Owners
- Partners
- Principals
- Shareholders
- Chief Financial Officers
- Controllers

You Can't Afford to Miss This Event, Where You Will Walk Away With Valuable Insights on:

- How to avoid the pitfalls of an internal ownership transition and an external sale
- How long the transition should take
- How to structure the payout
- Rule of thumb valuation methods
- How to maximize the return on your investment
- What the legal considerations are
- How to choose the next generation of leaders
- How to differentiate ownership from leadership
- How to finance the transition
- The role insurance plays in ownership transition
- The role dispute resolution plays in ownership transition
- The non-economic factors you need to consider

DISCUSSION LEADER

Herbert M. Cannon

Herb Cannon is one of the nation's leading experts in the management of A/E firms. With over 20 years of "hands on" experience in the A/E industry. Herb has held top management positions in a number of high profile firms. Prior to founding AEC Management Solutions, Inc., he held senior executive positions at Robert A.M. Stern Architects, Ehrenkrantz Eckstut & Kuhn Architects, Burns & Roe Engineering and a CPA firm specializing in the A/E industry. Mr. Cannon has served these organizations in a variety of executive roles including Chief Operating Officer, Chief Financial Officer, and Director of Project Management.

Herb is the publisher of AEC Managing Partner, a monthly newsletter for the design professional. He also has a long term consulting relationship with Robert A.M. Stern Architects, a 150-person architecture firm in New York City, acting as the part-time CFO and Director of Project Management.

Herb has a BSBA from Thomas Edison State College and is a Certified Public Accountant.

Robert Herrmann

Robert Herrmann, a partner in the law firm of Menaker & Herrmann, LLP, represents architects, engineers, owners, contractors and interior designers. He acts as general counsel and also represents clients in litigation, arbitration and mediation. Bob is a graduate of Yale College and Columbia Law School, where he was a Harlan Fiske Stone scholar. He has served as a member of the City Bar's Arbitration, Construction Law and State Courts committees. He has served as an arbitrator for the American Arbitration Association and is trained in mediation. Bob has lectured extensively and given seminars to architects and engineers on construction law.

for more information and to register

1.212.826.9744

or fill out and return the attached registration form

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TOTAL PROTECTION • TOTAL COMMITMENT • A WORLD OF DIFFERENCE.

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REGISTRATION FORM

I/we would like to attend:

Name and Title of attendee(s)

Name of firm

Address

Phone #

Fax #

E-mail address

Checks should be made payable to: Singer Nelson Charlmers.

Mail or fax to:

Adrienne Goldberg, c/o Singer Nelson Charlmers, PO Box 16, Teaneck, NJ 07666.

Phone **201-837-1100** or **212-826-9744**, Fax **201-837-5050**.

Visit our website at: www.singernelson.com

SPACE IS LIMITED. Please return registration form with your check by November 10, 2006.

*Fee is non-refundable if not cancelled within 48 hours of seminar. No reservation is confirmed until we receive your payment.