



NEGCOA SPRING MEETING

Thursday, April 18, 2024
Andover Country Club
Host: Jackie Riddle



Exit Strategies – Succession Planning, Selling, and Leasing

Hosting an educational session on Exit Strategies at the beginning of golf season might seem unusual. However, exiting a business requires thorough planning. It's crucial to investigate the different paths open to you, whether you run a family business, operate with partners, or are considering selling or purchasing. Understanding your options and being prepared is key.

Whether you are already selling or putting the next generation in charge, you can still benefit from hearing these speakers. And if change is somewhere down the road for you, then start getting your ducks in order so you can have a smooth transition.

9:30AM Registration and Networking

10:00AM Program Begins

- Welcome, Introductions, Chapter Update – Dave Frem

10:30AM “Family & Non-Family Business Succession: A Strategic Planning Model”

Everett Moitoza, Seasoned Business Consultant & Executive Coach, Rye, NH
Everett is a family business consultant with 25 years of experience nationally. He focuses on interpersonal and organizational succession, conflict and change management. He holds a doctorate in psychology, an MBA, a Masters in Behavioral Science, and a Bachelors in Music. He has taught at various universities and is currently researching conflict management in family businesses.

11:30AM “Preparing Your Golf Course for Sale”

Rob Waldron, Senior Managing Director & Partner, Leisure Investment Properties Group
Rob Waldron has been in this industry a long while. Experienced Golf and Hospitality Industry professional skilled in developing business relationships, identifying strategic issues, and creating solutions. Passion for golf since caddying days, combining finance and marketing education with industry experience from firms like Marriott Corporation and Billy Casper Golf.

12:30PM Networking Lunch

1:30PM Final Remarks