

STRATEGIC ALLIANCE PARTNERS



Please contact our SAPs when you have a need for their services!



Adams Keegan
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Brian K. Evans
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FORUM TOPICS

- Assessing cost and finding leaks in HR operations: How much should HR really cost?
- The laws of benefits: What you can and cannot do regarding employee benefits.
- Human Resources Q&A: Best practices and traps to avoid for an entrepreneur



AllianceBernstein
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Adam Sansiveri
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FORUM TOPICS

- Pre-Transaction Planning: How much do I need to live my best life after I sell my company? Which deal structure gives me the best long-term outcome? What strategies and vehicles will help me retain the most after-tax proceeds? How can I maximize what I leave to children or charity?
- Economic Outlook: Hear from the world's largest independent financial research firm on what you need to know
- How Should I Be Invested: The Markets are not complacent, so you shouldn't be either
- Identifying Disruption: Where are the most compelling opportunities today?



Baker Donelson
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Chris Sloan
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FORUM TOPICS

- AI and ChatGPT and how it impacts your business
- Everything you need to know about the Corporate Transparency Act and its impact on Private Companies
- Choose your own adventure: If another question or topic is of interest to your forum, we will customize a presentation just for you! Or we could bring a couple of folks for an "AMA" (Ask Me Anything) session.



Blankenship CPA Group, PLLC
www.bcpas.com
Ben Smidt
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FORUM TOPICS

- HOW TO NOT PAY (a lot) IN TAXES: Diversified income tax planning: Planning pyramids for both entities and individuals
- Once in a lifetime: maximize value when creating your succession/transition plan
- From Me to We: The economics of partnerships and profit allocation
- How to fall in love with your accountant: Real time accounting to enhance your performance



Bradley
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Doug Franck
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Russ Morgan
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FORUM TOPICS

- Q & A from a legal perspective - engaging, compensating and transitioning employees.
- Due your diligence now and lessons to minimize surprise - milestone transactions & key company contracts.
- Our success depends on our IP - helpful hints to protect and monetize this, that and the other.



Brentwood MD
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FORUM TOPICS

- Longevity: 90 is the new 60. Why adding 3 decades of vibrant living is possible for many
- "The Doctor is in": a 10 min overview of what concierge medicine is all about, then open Q & A
- Hot Trends: Get the doc's take on current trends in specific medical diagnostics and treatments



The City Living Group at Parks
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FORUM TOPICS

- Nashville Market Update (residential)
- Ask Us! Have real estate questions? We're here to help.
- Real Estate Investment Strategies



CLA (CliftonLarsonAllen)
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FORUM TOPICS

- Questions you should be asking your CPA--What all taxpayers should know/Own the plan to execute
- How to become bankable--Numbers matter, but what else can help?
- How do you know when you are ready to sell your business? Financial/Emotional
- Trends in financing start-ups



Continuum Planning Partners
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FORUM TOPICS

- Creating an intentional net worth - change your net worth from a financial "junk drawer" to actively progressing towards your goals
- Using trusts and corporate structures to protect your assets
- Tax reduction strategies
- Managing high interest environments



Culture Index
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FORUM TOPICS

- Right People, Right Seats: Turning Talent into Performance
- Employee Engagement: Identifying, Managing, and Retaining "A" Players
- Making Executives Effective: Leveraging Your Unique You for ROI



EOS Worldwide
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FORUM TOPICS

- Right People Right Seats - How to define it, how to measure it, and how to take action
- 8 Questions to Fully Align Your Organization
- EOS Ask Me Anything - Have you read Traction, tried implementing EOS, or want to know what the heck it is? Get all your questions answered by a pro



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FORUM TOPICS

- Fraud: What can I do to protect my business?
- SBA: How it can add value in growing your business
- Economic Update/Forecast



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FORUM TOPICS

- Dealing with Difficult Employees: When to Coach & When to Let Go
- Developing Leaders: What is Important at Each Level
- Compensation Strategies for Specific Roles



The Intention Collective
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FORUM TOPICS

- 6 Mistakes that will break your small business
- How to hold your team accountable without being an asshole?
- The two most important attributes of exceptional leaders who grow & scale healthy companies (free assessment included)
- A one-page (killer) plan to scale your business



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FORUM TOPICS

- Cyber Liability: Do I need it? Am I at risk?
- Why are my rates going up?
- Open conversation about the risk and issues you and your company are going through



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FORUM TOPICS

- Surviving a Broken Economy: We'll provide a solid checklist and help you allocate cash and develop a model to make big decisions.
- Establishing a Business Report Card: We'll cover financial measurements, processes to gather the data and develop 3-5 weekly measurements.
- How to Mitigate Risks/ Fraud: Checks & balances, supervision of accounting staff, strengthening your financial reporting team and improving accuracy.



Pinnacle
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FORUM TOPICS

- Show me the money - how to get a loan from a bank.
- Beg, borrow or buy - financing options to acquire (or be acquired).
- How SBA can help your business.



ProTech Services Group
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FORUM TOPICS

- Managing remote workforces and better leveraging technology.
- Managing security at both the organizational level and insurance level.
- What a robust backup and DR plan should look like.



Second First
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FORUM TOPICS

- Elevate Your Partnership With Your Second-In-Command in 3 Steps
- COO Coaching & Peer Groups: Your Competitive Advantage
- Identifying Your Ideal Second-In-Command



Skillway
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FORUM TOPICS

- Creating sales compensation plans and hiring salespeople
- Understanding and refining your sales process (The Cycle of the Sale)
- How to reverse engineer detailed sales goals
- Sales Q&A - Bring Your Unanswered Sales-Related Questions



Tennessee Valley Group
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FORUM TOPICS

- How business valuations are determined and the four steps to understand how to sell for an irrationally high valuation.
- The seven principles of making your company irresistible whether you're selling or not
- Lessons painfully learned from the secret failure of the Disney Institute that will help you achieve sustainable success in your business (and life.)
- * Nine Things I've Learned From My Nine Years as an EONashville SAP



Trainual
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FORUM TOPICS

- Getting Your Business Out of Your Brain
- Digitizing Your Company Playbook
- Distilling Your DNA



Vaco
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FORUM TOPICS

- "The Employment Situation" (Stats/News/Relevant Info will be updated each Quarter)
 - Up to date quarterly hiring data
 - Hiring news & trends
 - What workers want



Viking Mergers + Acquisitions
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FORUM TOPICS

- Why it is critical to understand the value of your business from a buyer's perspective and how you can use that valuation to help you make great business decisions
- Everyone has an exit plan (whether they know it or not), and why having a good grasp on your exit plan can give you greater freedom to run your business effectively
- Why do so many great "looking" deals fall apart? The complex reason and simple reason.



WC Dillon Company & Insight Risk Management
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FORUM TOPICS

- What to expect when your business is sued or has property damage - Current claims scenarios affecting our customers and what coverage gaps put businesses most at risk
- Why is health insurance so expensive? An insider's opinion.
- Employment Practices Liability Insurance and ADA website compliance - why do I need it? What else does EPL cover and what is the difference between first party and third party coverage?

IN-KIND STRATEGIC ALLIANCE PARTNERS



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FORUM TOPICS

- Media relations and media training 101- How to get in the news AND how to stay out of the news
- Crisis Communications Management- What to do when something goes wrong
- Finding the story - Be a Storyteller- We all have stories about our businesses, how do you tell yours?
- Proactive Social Media Planning- What channels are you on and how are you scheduling and maintaining your social media channels?



Nashville Entrepreneur Center
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FORUM TOPICS

- Community Wins - How teams can do more together to win business, keep employees, and grow their audience
- The Case for Community - Why leaders need to invest in community and how they can measure its effectiveness
- Better Together: A history of entrepreneurship in Nashville and how it can become the most entrepreneurial city in America