

October 24, 2011



TO: CABB Members

FROM: CABB Annual Productivity Conference Committee

RE: 2012 ANNUAL CONFERENCE - CALL FOR SPEAKERS

It is that time again! Our Annual Conference will be held on April 20-21, 2012 at the Crown Plaza in Los Angeles, CA.

We are hoping to introduce some new and exciting speakers who can share their knowledge and experience with our attendees.

All CABB members and talented people known to CABB members are encouraged to submit their biography and experience along with an abstract of 50 to 100 words on their topic/presentation. Once submitted, our committee will review your proposal. Topics we are looking for expertise in include but are not limited to the following:

- Marketing: What Works and Doesn't Work
- Using Technology in Your Practice
- Business Valuation
- Legal Issues
- Stock Sales
- Referral Marketing
- Social Media
- Packing Your Client's Businesses
- Expanding Your Practice
- Managing Buyers/Sellers
- Advantages of Co-brokering
- Doing Deals in this Economy

In order to meet the requirements for continuing education credits, it is necessary that each submitted proposal to speak contain the following information:

- A one-page biographical statement for each presenter **and** a current resume or
- A one-paragraph marketing outline

The deadline to submit these items to the following address is December 31, 2011.

CABB
Attn: Elizabeth Cardwell
1215 K Street, Suite 2290
Sacramento, CA 95814
elizabeth@cabb.org

If you have any questions, please contact the Committee Chair for clarification:

All Topics: Bonaventure Wakam: 805-644-9588 ex 22 or bwakam@khaminc.com



All submissions will receive a response.

Thank you for contributing to the success of the CABB Annual Productivity Conference

Presenter Information Sheet

(Complete one for each presenter.)

1. Presenter's Name: _____

Title: _____ Company/Agency: _____

Mailing Address: _____

City/State/Zip/Country: _____

Phone: _____ Fax: _____

Email: _____

Expertise/Topic: _____

- Presenters, if accepted, will be required to submit an electronic copy of all presentation material to be posted on CABB website. The electronic materials must be in Microsoft Word (doc), PowerPoint (ppt), or Adobe Acrobat (PDF) format.