

Tri-State QUALITY COUNCIL

"Quality Planning"

Presented by:

Mickey Etter, Cosmos Enterprises, Inc.

3:30 - 5:00 p.m.

Holiday Inn - Board Room

FREE to members & nonmembers

The Tri-State Quality Council provides a forum for sharing information related to "quality in a business setting." Quality Council meetings, typically held monthly in conjunction with the TSMA general meeting, are free and open to members and nonmembers.

The April meeting will feature a roundtable discussion about "Quality Planning." More information specific to the April meeting will be available soon.

Coming up next at Tri-State Quality Council:
May 6 Customer Satisfaction Measurement

Chair Position: The Tri-State Quality Council is seeking a manufacturing member interested in serving as Chair of the organization beginning in September 2008. For information about the time commitment involved, etc., contact current Chair Mickey Etter (metter@cosmos-enterprises.com or 218-685-4403).

Invite a Guest

TSMA members are encouraged to bring a potential member(s) from another company as a guest to the April meeting. Special pricing is available: \$15.00 for the member and \$5.00 for each potential member.

Come and network with others sharing an interest in manufacturing.

CASH BAR
5:00 - 5:45 PM

GUEST SPEAKER

Jerry Clark, SealedBid



SealedBid is one of the Upper Midwest's leading merger and acquisition advisory and intermediary firms; exclusively serving management of privately-owned lower mid-market companies.

Since founding the firm in 1993, Jerry Clark, Founding/Managing Partner, has counseled hundreds of individual owners on exit and succession strategies and acted as "the facilitator" in successfully marketing their companies and guiding dozens of transactions to a profitable conclusion.

Clark will lead two presentations on April 1st, a pre-meeting seminar from 4:00 - 5:00 PM and a dinner presentation during the TSMA business meeting. Plan to attend one or both sessions! (These presentations were originally scheduled in Elbow Lake in January 2008 but cancelled due to illness.)

Pre-Meeting Seminar

The Exit Game. Why You Do Not Want to Go it Alone!

Join us at 4:00 p.m. for a pre-meeting seminar focused on succession planning. Your final management and ownership decisions may well be the most important ones you will ever make!

Jerry Clark's presentation will encompass:

- Guidelines for maximizing your return on years of work and worry
- The time is right to sell - but is the business prepared?
- Understand the exit planning process
- Five strategies to maximize the selling price

The seminar is free to TSMA members.

Dinner Meeting

Big Topics for Small to Medium Sized Business "RECAPITALIZATION" An Avenue to Succession Planning

Following dinner, Jerry Clark will share information about "re-capitalization," an exit strategy that is gaining popularity among family owned businesses.

Looking to?

- Gain liquidity while retaining strategic and operational control?
- Management or Family buyout?
- Fund Growth
- Take your company to the next stage?
- Acquire a competitor?

TSMA Board Meeting

3:00 PM on April 1 in
Alexandria (location to be announced)



Tri-State Manufacturers' Association

2008 APRIL MEETING

DATE: Tuesday,
April 1

PLACE: Alexandria, MN
Holiday Inn
5637 Highway 29 South

TIME:
3:00 - 4:00 PM Tri-State Board Meeting
3:30 - 5:00 PM Tri-State Quality Council
4:00 - 5:00 PM Pre-Meeting Seminar
5:00 - 5:45 PM Social Time
5:45 - 7:30 PM Dinner & Business Meeting

COST: \$15.00 per person

MENU: Baked Chicken Breast/Wild Rice

Come and network with your peers
in manufacturing ... and bring a guest!

FEATURING ...

Tri-

Quality Planning
Presented By: Mickey Etter

Pre-Meeting Seminar

**The End Game: Why You
Do Not Want to Go it Alone!**
Presented by: Jerry Clark, SealedBid

Dinner Topic

"RECAPITALIZATION"
An Avenue to Succession Planning
Presented by: Jerry Clark, SealedBid

See next page for details.

Your Company Name & Location (city): _____

NAME of people attending (check all that apply):	Quality Council	Pre-Mtg Seminar	Meal/Mtg

\$15.00 per person for the meal - Reservations Required
Phone, fax, mail, or e-mail your reservations by

Friday, March 28

TSMMA requests remittance for all reservations not cancelled prior to the event.