



TABB, INC.
TEXAS ASSOCIATION
OF BUSINESS BROKERS

2022 CONFERENCE

DALLAS, TEXAS

SEPTEMBER 22-24, 2022



Gerald G. Brisson

CBI, CMAP, M&AMI

**President & CEO
Transworld Business
Advisors of Houston**



**TABB Houston
Chapter President**



TABB MISSION STATEMENT

Guide business brokers, and all professionals in the transaction, in professional and ethical conduct aiding buyers and sellers of business to successfully transition their business and achieve optimal entrepreneurial goals.

Educate and promote our members to become successful professionals with the goal of better serving the public.



TABB, INC.
TEXAS ASSOCIATION
OF BUSINESS BROKERS

WORKSHOP PRESENTERS

JEFF

INTRODUCTION TO
TEXAS ASSOCIATION
OF BUSINESS
BROKERS

MONTY

PURCHASE PRICE
ALLOCATION &
STRUCTURING

MARK

KEY PROVISIONS IN
LOIs & PURCHASE
AGREEMENTS

DOUG

STOP SELLING.
CREATE A VALUE
PROPOSITION THAT
CAUSES BUYERS TO
ACT

CHRIS

FINANCING YOUR
TRANSACTION

RICHARD

THE ART OF CLOSING

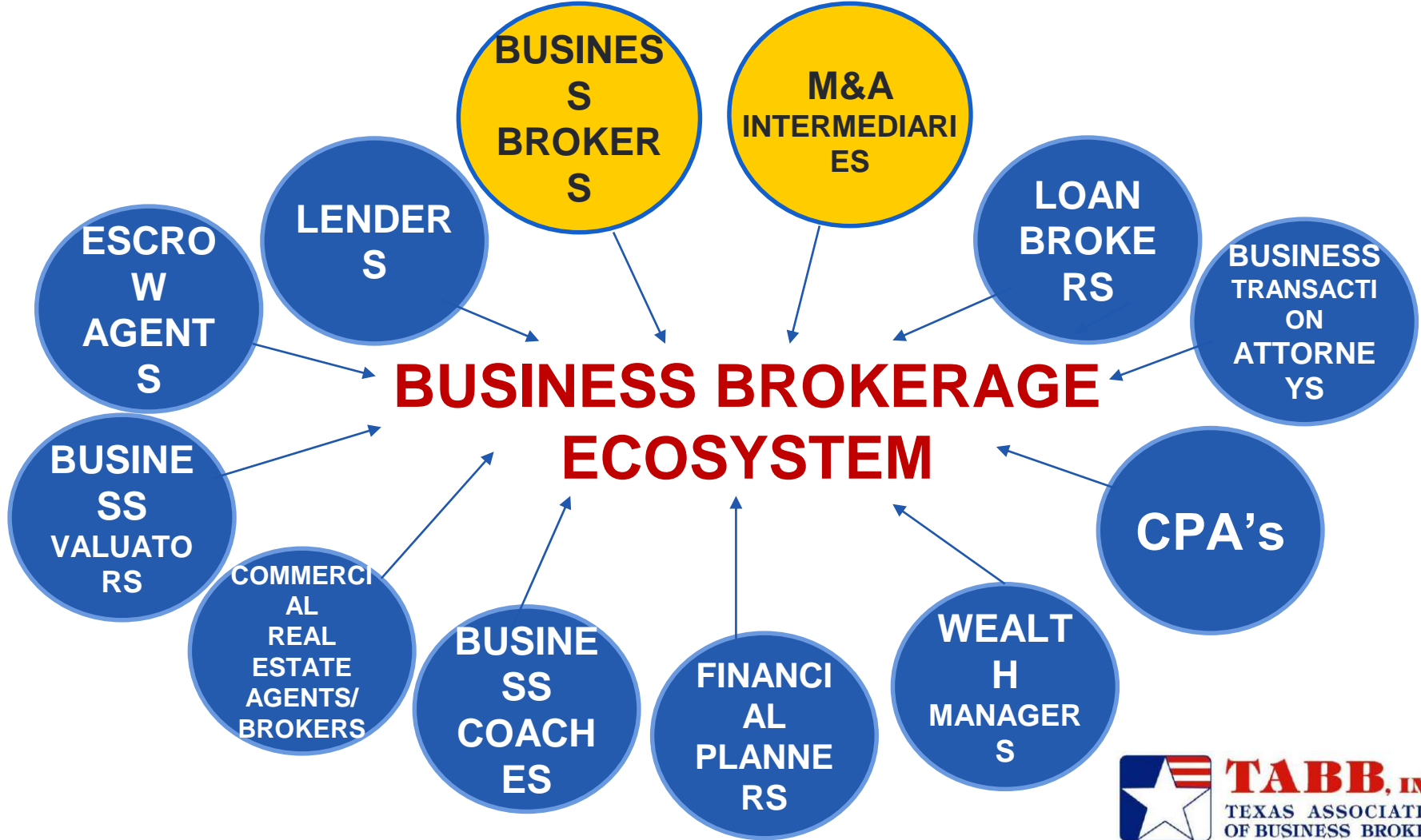


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OF BUSINESS BROKERS

BUSINESS BROKERAGE IS A TEAM SPORT

A **BUSINESS ECOSYSTEM** IS A PURPOSEFUL BUSINESS ARRANGEMENT BETWEEN MEMBERS TO CREATE & SHARE IN COLLECTIVE VALUE FOR A COMMON SET OF CUSTOMERS. EVERY BUSINESS ECOSYSTEM HAS PARTICIPANTS AND **AT LEAST ONE MEMBER ACTS AS THE ORCHESTRATOR OF THE PARTICIPANTS.** ALL MEMBERS OF IN A BUSINESS ECOSYSTEM, WHETHER ORCHESTRATORS OR PARTICIPANTS, HAVE THEIR BRANDS PRESENT IN THE VALUE OF PROPOSITIONS.





Texas Association of Business Brokers STATE BOARD MEMBERS

CHAPTER PRESIDENTS

Driving Education & Networking Opportunities

**SCOTT
CRONK**

TYLAS

INTERNATIONAL LLC.

AUSTIN

DAVID SWEETEN

**BUSINESS BOKERS of
TEXAS INC.**

SAN ANTONIO

**RICHARD
GADBERRY**

**MURPHY MERGERS &
ACQUISITIONS - DALLAS**

DALLAS

**GERRY
BRISSON**

**TRANSWORLD BUSINESS
ADVISORS OF HOUSTON**

HOUSTON

Education – Networking – Fund Raising



TEXAS ASSOCIATION OF BUSINESS BROKERS - HOUSTON CHAPTER

UPCOMING LUNCHEON

State of Sales 2022 Small to Medium-Sized Businesses

Join us as we take an inside look at how more than 3000 small and medium-sized business owners across America evaluate their own sales efforts – why some get it right and some don't.

- Revenue – past, present, and future has a major impact on a company's value
- Lack of consistent, predictable revenue is a major challenge – often a result of poor sales function performance
- Learn how to evaluate your own sales efforts and identify a strategic action plan to address the most common deficiencies

LUNCHEON DETAILS

September 22nd, 2022

11:30 AM - 1:30 PM
Maggiano's Little Italy, Post Oak

\$15 Discount Available for Members
\$5 Late Fee - Day of Event/At the Door

REGISTER
TODAY!

PAY NOW!

50+ Texas Events
Annually

Holiday
CHARITY EVENT & HAPPY HOUR!

FREE ENTRANCE!
**WITH UNWRAPPED GIFT VALUED AT \$25+
OR MONETARY DONATION OF \$25+**

DECEMBER 1ST | 5PM TO 7PM
@ THE GENERAL PUBLIC

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Texas Association of Business Brokers

State Board Members

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**BRIAN
WENDLER**
NATIONAL TRANSACTION
ADVISORS
PRESIDENT

**MARCIA
BOWRON**
CERTIFIED BUSINESS
BROKERS
VICE PRESIDENT

**BRENDA
EDWARDS**
ALLEGIANCE BANK
SECRETARY

**ASHFORD
CHACELOR**
VCFI
TREASURER

MARK AVERY
HAJJAR PETERS, LLC
GENERAL COUNSEL

JEFF JONES
ADVANCED BUSINESS
BROKERS
PAST PRESIDENT

THANK YOU SPONSORS

LAWYERS ESCROW COMPANY

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SILVER



CONFERENCE COMMITTEE MEMBERS

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MARCELA FARJARDO
NOEMI SZYLLER
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