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**SIDNEY BREAKFAST CLUB MONTHLY MEETING**  
**7:00 a.m., Thursday January 8<sup>th</sup> , 2015**

**Location!!**

**Victoria Flying Club  
Restaurant  
“Dakota Cafe”**

Located at Victoria International Airport  
**next to the Control Tower**

from Victoria:

Pat Bay Highway, **use interchange toward  
airport, follow Canora to airport industrial  
east side**, then left on Canso Rd. at T  
intersection, continue straight into **parking  
lot in front of the control tower.**

**Hot & Cold Breakfast  
Buffet**

Scrambled eggs, bacon and sausage,  
breakfast potatoes; fresh fruit tray; assorted  
muffins, orange juice/apple juice; coffee/tea  
service

**\$12.00** incl. Taxes

The dining room will be open at  
6:45 a.m. for our use only!!

**A G E N D A**

1. Introduction of Attendees and any New Participants
2. **Duncan Kenzie, former President and owner  
ExcelSystems Software Development Inc.**

Duncan is the founder and former President of ExcelSystems Software Development Inc., a software company that specializes in modernization and business intelligence tools for the IBM i server marketplace. Duncan began his career in IT as a Waterloo co-op student in 1977. He founded ExcelSystems in 1985 and built it to 43 employees by the time he sold it to a Boston-based investment banking firm in early 2014. His talk today will be about:

**“Selling Your Business, A Survival Guide”**

Selling a business is like parenting - you can read all the books you want, but you pretty much have to make things up as you go along. Each business and each acquisition opportunity is unique, and requires agility on your part to maximize your value from the sale. Duncan will share with you his experiences of the acquisition process, describing strategies to follow and those to avoid. He'll discuss topics such as how to value your enterprise, how to put together a team to help you with the acquisition, the challenges of the due-diligence process, what to expect in negotiations, and some of the best negotiating strategies. He'll also share approaches that don't work, and how integral trust and integrity are to the success of a deal.

Join us as Duncan leads us through the process – from the time he was approached about selling to the final closing.

3. Notice of upcoming meetings and/or topics of interest
4. Any Other Business

**For more information, please contact:**

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