



**Succession Planning is the “hot topic” of the business community at present. Why?**

- **71% of SME owners want to retire within 10 years.**
- **Only 35% of businesses have a succession plan and only 7% of owners have a formal plan.**
- According to CFIB Research, 33% of family businesses survive the first generation and only 15% survive the second.

To obtain insight into the issue of SME succession and learn more about how we can partner with you, please attend our **Free Breakfast Seminar** on October 15<sup>th</sup>, 2007. Learn more about how BDC can provide funds, ranging from \$50,000 up to \$10 Million, to finance the acquisition of a business. Also, learn about our Interest Based- Succession Planning approach from one of our succession experts.

**BDC Markham Branch & MSBEC  
Free Breakfast Seminar:  
Succession Planning & Financing**

**Monday, October 15th, 2007  
7:30 a.m. – 10:00 a.m.**

**Lucent Showcase Room  
Lucent Avaya Bldg.  
1380 Rodick Road  
Markham, ON L3R 4G5  
(nearest intersection Hwy 7 & Rodick Road)**

**Please RSVP before October 8<sup>th</sup>  
contact Maria Santiago at (905) 305-7673**

If you plan to retire or to move on to other business ventures, BDC can provide long-term financing and invaluable expertise to help ease the transition or sale of the business. Whether you are passing the company on to family members, employees or outside buyers, BDC can provide you with solutions that fit your exact needs.

I hope to see you there!

A handwritten signature in blue ink that reads "Stephen Bald".

Stephen Bald  
Branch Manager, Markham  
Business Development Bank of Canada