

JOHN H. BROWN, JD
BUSINESS ENTERPRISE INSTITUTE, INC.

John H. Brown is the president of Business Enterprise Institute, Inc., the preeminent Exit Planning resource for business owner advisors. As the leading provider of Exit Planning education, marketing resources and plan design software for advisors, BEI ultimately helps owners and their families benefit from their life's work. Brown is the founder of a Denver-based law firm, where he began focusing his efforts on helping owners of closely held businesses exit their companies in style. Over the last 30 years, Brown has led thousands of owners and their advisors through the process of getting top dollar for their businesses.

Brown has written three books on Exit Planning; his most recent titled, *Cash Out Move On: Get Top Dollar – And More – Selling Your Business*. Brown also is the author of the No. 1 book on Exit Planning, *The Completely Revised How To Run Your Business So You Can Leave It In Style*, and he has written numerous articles for national and regional newspapers, magazines and trade publications.

Brown and BEI publish an eNewsletter and maintain a Web site for business owners (www.exitplanning.com). Owners can learn about the BEI Seven Step Exit Planning Process™ that takes them from where they are – running successful companies – to where they want to be. That destination varies from owner to owner, but in a successful exit the owners leave:

1. On the date they choose.
2. For the amount of money they want.
3. To the successor they choose.

Owners also can learn how to find advisors trained in Exit Planning, and can sign up to receive advertising-free eNewsletters on Exit Planning topics.

Brown and BEI also publish an eNewsletter and maintain a Web site for business owner advisors (www.exitplanningforadvisors.com). Advisors can learn how to implement Exit Planning into their practices and ultimately help business owners and their families benefit from their life's work.

For the past 25 years, Brown has spoken to owners, advisors and trade associations across the United States about various business and Exit Planning strategies. Brown also has led several Boot Camps for Advisors™ that teach advisors how to use BEI's Seven Step Exit Planning Process™ and how to educate owners throughout the process.