

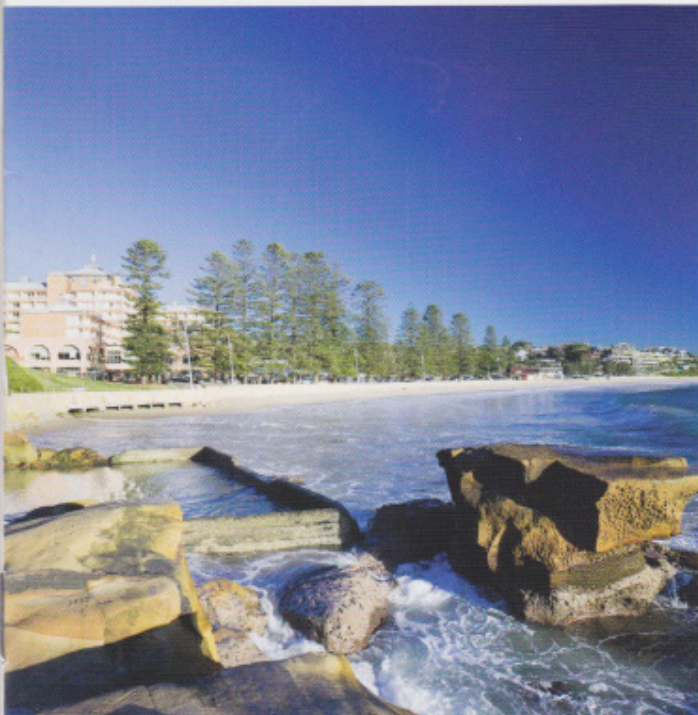
AIBB

Australian Institute of Business Brokers

2010

AUSTRALIAN INSTITUTE OF BUSINESS BROKERS
NATIONAL CONFERENCE

21 - 23 October 2010



Crowne Plaza Terrigal
Central Coast, NSW

www.aibb.org.au/conference10

Keynote Speakers



Roger Montgomery

VALUE INVESTOR AND
AUTHOR OF *VALUE.ABLE*

How Does the World's Richest Man Value Businesses?

FRIDAY 22 OCTOBER - 8:45AM

The world's most successful investor, Warren Buffett, revealed in 1981 how to value businesses and stocks. Considered unconventional and unaccepted by the majority of investors in Australia, this method has been used by Roger Montgomery to beat the market by a considerable margin over many years. Montgomery will explain why widely accepted methods of valuation, such as earnings multiple models, lead to the billions of dollars in write-downs. Roger will reveal exactly how he pays less than the value he receives when buying businesses on the stock market.

Roger Montgomery B.Comm., SF Fin. is the founder, and former Managing Director of a top-quartile Sydney based boutique funds management firm that he floated on the stock exchange and sold. He is also the founder and former Chairman of a listed investment company and is a highly regarded value investor.

He's perhaps best known for calling the collapse of ABC Learning Centres two years ahead of time and is featured in university accounting texts and in the media for his analysis of the airline industry. He has a chapter dedicated to him in Eli Greenblatt's book, *Young Guns on the Stock Market – Meet Australia's new Generation of Money Makers* and Alan Kohler has described him as "One of the nation's smartest and most successful value investors".

He's not yet 40.

Debbie Mayo-Smith

PRODUCTIVITY EXPERT

Secrets to Soaring Your Sales and Productivity

SATURDAY 23 OCTOBER - 8:30AM

You are going to love Debbie Mayo-Smith. Entertaining and practical, Debbie is one of the world's leading business productivity experts as well as one of the most sought after results oriented speakers in Australasia.

Maybe like you, Debbie is a parent, a partner, and a business owner. Debbie's achievement is that as a mother with a young family, she started a business from scratch, grew it to a 6 figure annual income, built an enviable international reputation, became a media commentator and a bestselling author of ten books – all in a short timeframe and on a miniscule budget.

You will not only be inspired, motivated and entertained – you will learn how easy it is to improve your business profitability and personal productivity.

After earning a Double Honours Bachelor of Science Degree (in Economics and Geography) from Southern Connecticut University, Debbie first worked as a financial analyst at Aetna Life and Casualty, as a Market Analyst for AIG on Wall Street in Manhattan NYC and as Marketing Manager for Tower Trust in New Zealand.

What makes Debbie's presentations so popular is she walks her talk and shares many personal client experiences with you. She'll lead you down a customer focused, practical path and share secrets to save you masses of time as well as show you the money.

