

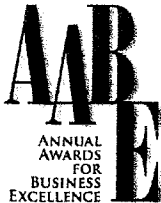
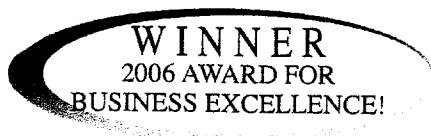
# EXPERT SERVICES *for* BUYING *or* Selling A BUSINESS

*Joseph Associates International, Inc. is an Illinois-registered business brokerage & advisory firm focused on transfers of business ownership. We have offices in the Chicago Board of Trade Building and downtown Naperville.*

## FOR BUSINESS BUYERS

Our Credentialing® process educates, affirms and enables first time buyers.

- We help our clients access financing and show them how to use their IRA's and 401Ks for down payments without tax consequences
- Our single and multi-client searches locate businesses for our clients to acquire, targeting firms not listed for sale
- Seminar attendees get information and professional contacts that sharply increase their probability of success



*Joseph Associates  
International, Inc.*

*We represent both Buyers and Sellers with patent-pending processes. Our team features range and depth of talent, experience and education. We know how to achieve success when transferring business ownership!*

## FOR BUSINESS SELLERS

We help current business owners plan and implement their exit strategies. Services include business valuation, consulting and brokerage.

- We guide owners through the sale process from initial assessment to closing
- We unlock hidden value of corporate assets, optimize deal structure and secure financing pre-approval
- Our licensed psychologist is available to assist in sorting out the human side of issues such as succession planning and ownership transitions
- Our seminars explain exit-planning issues and help focus decision making
- Our engineered processes protect and enhance the value an owner receives for their business

*Contact us today for more information on how we can help you secure the type of business you wish to buy or sell. We have the talent and experience to help you succeed.*

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**BUSINESS BROKERS**

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# The Joseph Associates International Team



**Joe McCaul** is the president and founder of Joseph Associates International, Inc. He holds an MBA from Case Western Reserve University and engineering degrees from the Polytechnic University. Joe has also earned the M&A Sources' advanced designation of Merger & Acquisition Master Intermediary now held by fewer than 100 individuals worldwide and has been admitted to American Mensa. Joe previously had been a Group VP and board member of EVALCA, the US subsidiary of a publicly-traded Japanese chemical company. Before joining EVALCA, Joe spent 16 years with British Petroleum (formerly Standard Oil of Ohio). He led the international sales and licensing activities for one of their specialty chemical businesses. During his tenure in the corporate world, he was able to visit and do business in more than 40 countries. Joe is currently on the board of directors for the World Trade Center of Illinois and was a committee chair within the Naperville Area Chamber of Commerce. He is a member of the M&A Source, International Business Brokers Association as well as Midwest Business Brokers and Intermediaries.



**Zane Cohn** has provided a broad range of sophisticated legal & intermediary services primarily to owners of closely-held businesses for 40 years. His client firms have been in a broad range of industries and sizes. They have included domestic and foreign purchasers & sellers of businesses; enterprises engaged in recapitalizations, workouts and restructurings. He has helped arrange equity and debt financings and has been licensed as a business broker since the inception of the Illinois Business Broker Act of 1995. Mr. Cohn received his law degree from Harvard Law School in 1967. He is a member of the American Bar Association's Federal Regulation of Securities Committee and past Chairman of the Illinois State Bar Association's Corporations, Securities and Business Law Section Council. He is also a member of the Association for Corporate Growth, Midwest Business Brokers & Intermediaries and the Turnaround Management Association.



**John Lafferty** has been a business advisor to corporate and privately held business enterprises for more than 40 years. He holds a B.S. in Accounting from Bradley University in Peoria and an M.B.A. from Northeastern University in Boston. He is currently a member the International Business Brokers Association and several professional organizations including The Illinois CPA Society, Midwest Society of Professional Consultants, MBBI, Turnaround Management Association and The Midwest Entrepreneurs' Forum.



**Tom Long** possesses a unique set of skills acquired during his corporate career in the software and management consulting industries. His employers and clients included such firms as Computer Associates, KPMG, Ernst & Young, Anderson Consulting and Oracle. He has experience in all aspects of business operations including: strategic planning, sales and marketing, finance and accounting, human resources management and technology management. Tom holds an M.S. in Computer Science, Rensselaer Polytechnic Institute and an M.A. in English, Rutgers University. He is a member of Midwest Business Brokers & Intermediaries and has been active in the Chicagoland Chamber of Commerce.



**Ken McCaul** has been a licensed business broker since 2002, is a licensed Illinois Real Estate Broker and holds a BS in marketing from the University of South Florida. Ken is active in the Chicago business community helping clients and organizations adopt new and emerging technologies. In April of 2007, Ken was the featured presenter to a record audience at the University of Chicago's Graduate School of Business' Entrepreneurial Roundtable. He is a past board member of the Naperville YMCA, an advisory board member supporting the Naperville Heritage Society and an active member of the World Trade Center of Illinois.



**Ted Schultz** is a licensed CPA in Illinois and Certified in Production and Inventory Management by the American Production and Inventory Control Society (APICS). He has over thirty years of experience in financial and general management. Ted has served as CFO and Controller for both large and small public and privately held companies and has taught finance, accounting and operations management at the graduate and undergraduate level. He is actively involved in the Illinois CPA Society. He is a member of the American Institute of Certified Public Accountants, The Illinois CPA Society, APICS, Financial Executives International, MBBI, IBBA and The University of Chicago GSB Club CEO Roundtable.



**Ann Thoma** The 1st half of Ann's 30-year career was in operations, where she came to CEO attention – as an expert implementer – known for practical solutions, Prior to joining Joseph Associates, Ann was corporate spokesman for publicly traded companies, operating in the U.S. and abroad, including United Airlines, Illinois Central Railroad, and Wisconsin Central Transportation Corporation defining and communicating the investment thesis, including the key operating drivers of cash flow. Ann also represents companies and individuals seeking to acquire businesses. She particularly enjoys helping first-time buyers navigate the intricacies of achieving successful business ownership. Ann consults on business planning, intellectual capital, and corporate communication. She was awarded an MBA, with honors, from the University of Chicago and earned her undergraduate degree, in economics with highest honors, from Elmhurst College. Ann is a licensed business broker, a member of MBBI, and is active in the Naperville Chamber of Commerce.