



POPULAR KEYNOTES

Small Business M&A - Fueling Local Economies

About 20% of all small businesses transition in some way or another each year, some sell, some liquidate and some totally close up shop. But what happens to the local economy and jobs when each of those transitions happen and how can we ensure that we preserve more of that capital? In this keynote, we'll explore:

Key Takeaways

1. How big of an impact small business transitions have on local economies
2. How we as professionals and consumers can help preserve capital and jobs
3. What trends we should be aware of in the future

Seller Tsunami - The Opportunity We're Missing (cultural and technological shift)

More than 50% of small and medium-sized businesses are owned by the baby boomer generation. During the next ten years, we will not just see a transfer of wealth unlike anything before, but also a transfer of entrepreneurship. The opportunity we are missing, however, is the cultural and technological shift that this Tsunami will create. In this keynote, we'll explore:

Key Takeaways

1. What is the Seller Tsunami, the opportunities and challenges it presents
2. How can we as entrepreneurs and consumers benefit
3. What kind of cultural changes may happen as well

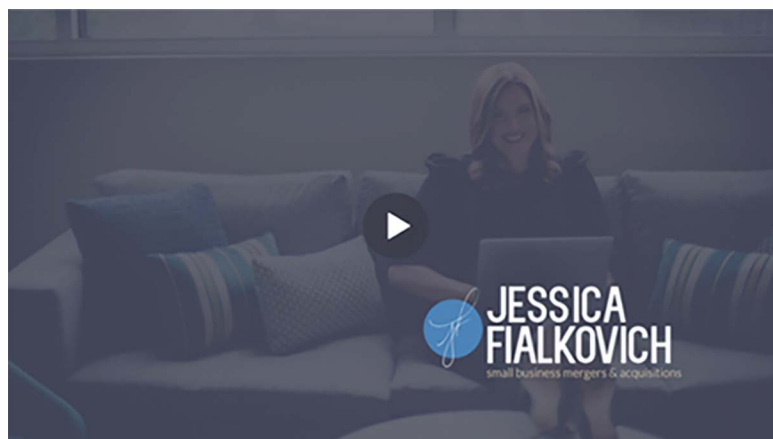
Women Building Million Dollar Companies (personal story)

The number of women-owned companies reaching \$1 million in revenue has been steady at roughly 2% for the last two years, but why? In this keynote, I share the top reasons I see women-owned businesses struggle to break the \$1 million and how I have personally done it with two different businesses.

Key Takeaways

1. Understand the internal factors holding us back and learn to overcome them
2. How to leverage your network and net worth to grow your business
3. Making the ask (not just financial) to get to where you want to go

Jessica Fialkovich is a **mergers and acquisitions expert, keynote speaker, small business advocate and award-winning business owner** whose mission is to help small business owners leave their legacy and sell their businesses successfully, no matter the size.



CLICK: Watch video to learn more about Jessica and her expertise.

MOST VALUED WORKSHOP

Prep to Sell - Preparing Your Business Now for A Future Exit

Many business owners don't realize that only 20% of the companies that are listed for sell, actually sell. What if you knew a formula to increase the value for your business and the likelihood that it would sell? In this workshop, we will explore the following:

Key Takeaways

1. Set realistic valuation prices for where your businesses are now, and where you want them to be
2. Learn what buyers of businesses are searching for and what truly matters to them
3. Design a plan for the next 1-3 years to increase the value of your business

"Jessica is a power house and she works hard for her clients. Her personal values are outstanding and she is a trusted advisor and a friend. She is an expert in mergers and acquisitions and I would recommend her as a valuable resource for entrepreneurs and start-ups."

- Malvina Messler, VP of Sales at Cloud Touch

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