



**Kingdom Connection
Networking Event**
February 2006

Presents

“Get in the Game”

**Larry Jordon
CEO
Telpro Technologies**



Procrastination

Bronner Business Institute – www.NHBBI.org

- He who hesitates is lost”
- Take the three baseball umpires who were discussing how they approached their jobs.
- The first one said “Ball or strike, I call it the way I see it.”
- The second one said “Ball or strike, I call it the way it is.”
- The third umpire said, “Ball or strike, It ain’t nothing until I call it”
- The best managers realize it’s up to them to make timely decisions.

Take the Plunge

Bronner Business Institute – www.NHBBI.org

- I'm appealing to all you managers that have been thinking about leaving corporate America and starting your own business//
- I'm encouraging all you business owners who want to take the next step and go to a new level//
- I'm urging all you all to stop waiting for something to happen, you must make it happen

Freedom

Bronner Business Institute – www.NHBBI.org

- Launch or grow a small business today// don't wait. Why is it so important? Because business ownership creates wealth,
- wealth creates leverage,
- leverage creates options
- options create freedom.

The Numbers

Bronner Business Institute – www.NHBBI.org

- In 2004 there were over 22 million small businesses in the U S. The total number of women and minority businesses was Roughly 7 Million.
- This means that the large majority of small businesses still belong to the wealthy classes.

The Numbers

Bronner Business Institute – www.NHBBI.org

- There were one million two hundred thousand Hispanic owned firms,
- nine hundred thirteen thousand Asian owned firms and
- eight hundred twenty three thousand five hundred black owned firms.
- As you can see, Black owned businesses lag behind women, Hispanic and women owned businesses

Models of Business Faith

Bronner Business Institute – www.NHBBI.org

- ***Reginald Lewis had Faith when he Created a billion dollar enterprise when he purchased Beatrice Foods and wrote the book “Why Should White Guys Have All The Fun”;***
- ***Russell Simmons had Faith when he created Def Jam Records and the Phat Farm clothing line creating a muti-billion dollar enterprise.***
- ***Michael Jordan had Faith when he aspired to six NBA championships and five league MVP’s with the Chicago Bulls.***
- ***Bob Johnson had Faith when he created BET and sold it to Viacom for three Billion dollars.***
- ***Oprah Winfrey had Faith when she catapulted her TV how to the number one syndicated talk show in America amassing a net worth of over one billion dollars in the process.***
- ***Collin Powell had Faith when he became the first Black Joint Chief of Staff and Secretary of State.***

Acquisition

Bronner Business Institute – www.NHBBI.org

- There are several things to consider when acquiring an entity.(slide).
- What strategic aim must be achieved for this purpose to be justified?
- If those aims are achieved, what financial benefits (making profits and/or preventing losses) will be realized?
- Do the benefits represent an attractive return on the costs?
- What are the chances of the aims not being achieved? Are they acceptable?
- If the proposed purchase vaults the above hurdles, how is the merger to be implemented and by whom?
- What framework will be established for the combined venture? How will the buy be fitted in to your existing business?
- How quickly can the buy be integrated and the benefits start to be won? Will I have to wait too long for it to work?

Being Acquired

Bronner Business Institute – www.NHBBI.org

- On the other side of the coin , that is , being acquired. All of the items addressed previously apply and I would add:
- Does it fit your exit strategy?
- Is the new culture something that you can live with?
- Is the price right?
- Are my people going to be OK?

QUESTIONS?

Bronner Business Institute – www.NHBBI.org

Thank You.