

# CASH OUT MOVE ON

## Author Biographies



**JOHN H. BROWN** is the president of Business Enterprise Institute, Inc. and Exit Planning for Advisors, 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. John 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, John has led thousands of owners and their advisors through the process of getting top dollar for their businesses. John is the author of three books and he has written numerous articles for national and regional publications. John is a well-known business and Exit Planning strategies speaker to owner, advisor and trade association audiences across the United States.



**KEVIN M. SHORT** is the co-founder and managing director of Clayton Capital Partners, a St. Louis-based investment banking firm specializing in mergers and acquisitions. Thomson Financial, FactSet Mergerstat and Investment Dealers' Digest rank Clayton Capital Partners as a top M&A firm. Over the past 25 years, Kevin has orchestrated more than 150 purchase/sale transactions of mid-sized businesses with an aggregate value of more than \$1 billion. Kevin creates and aggressively pursues the unique transaction goals of the buyers and sellers he represents.