

Breakfast with Bob

$$2 + 2 = 5$$

That's the math of putting two businesses together with the right fit. It's a win-win for both. Whether you're buying or selling, the challenge is to find the right fit. In an ideal situation, both are almost identical, so that one set of overhead expenses can be eliminated and thus $2 + 2$ may even equal 6. Along the way to this great outcome is a search for a willing partner, a need to agree about the numbers, and an understanding as to who is to run the merged business. Gerry Michael of Carlson Advisors will be with us again to explore these challenges.

Join us for a roundtable discussion at a restaurant near you. Your association is here to help you!



March 2012
Time: 7:30 a.m.
Fee: only \$5!
www.piasc.org

Tuesday, Mar. 6th
Wednesday, Mar. 7th
Thursday, Mar. 8th
Tuesday, Mar. 13th
Wednesday, Mar. 14th
Thursday, Mar. 15th

- Mimi's Café • 10909 Foothill Blvd. • Rancho Cucamonga 91730
- Green Street Restaurant • 146 Shoppers Lane • Pasadena 91101
- Abe's Deli • 19626 Nordhoff Street • Northridge 91324
- Mimi's Cafe • 17231 E. 17th St. • Tustin 92780
- Ozzie's Diner • 7780 East Slauson Avenue • Commerce 90040
- Hof's Hut • 4251 Long Beach Blvd • Long Beach 90813



Bob Lindgren
President and CEO
of Printing Industries
Association,
Inc. of Southern
California, was a
third generation

Chicagoan before moving to Los Angeles. He is a graduate of the University of Chicago Graduate School of Business from which he holds an MBA in Accounting and

Finance. He has spent a lifetime in the printing industry beginning with the Neely Printing Company in Chicago where he worked part-time while going to college and full-time thereafter.

He then joined the staff of the Printing Industry of Illinois Association where he ultimately became General Manager. In 1982, he became President and CEO of Printing Industries Association, Inc. of

Southern California (PIASC). During his tenure the Association has grown to 1,280 member firms and 63 staff members. Today, PIASC is the largest local printing industry association (out of 22) in the United States.

He is a frequent speaker and seminar leader on management for the printing industry throughout the United States and Canada and author of numerous articles for the trade press.

To register call Kristy Rodriguez at (323) 728-9500, Ext. 215, kristy@piasc.org.