

In This Issue:

- **Are You Signed Up for E-Statements?**
- **Congratulations Chris McQuattie - Reno Downtown!!**
- **How to Get the Most When Selling Your Company**
Preparation and help go a long way toward selling your small business successfully
- **Meadows Bank In the Community**
- **OCTOBER IS NATIONAL CYBERSECURITY AWARENESS MONTH**

Congratulations Chris McQuattie - Reno Downtown!!

On Wednesday, September 11, 2019, the Reno-Sparks Chamber of Commerce held its Leadership graduation ceremony for the Class of 2019. Please join me in congratulating **Chris McQuattie, Branch Relationship Manager** for Reno Downtown, as part of the **Leadership Reno-Sparks Class of 2019** "The class that bridges generations", for fulfilling his commitment to the program.

The Leadership Reno-Sparks program has helped produce hundreds of managers, community leaders, business owners, and entrepreneurs. Chris attended sessions over nine months that focused on communication, organizational development, and community participation. The 2019 class projects include creating a Leadership Reno-Sparks Alumni Association and filling 15 Karma boxes. Similar to filling backpacks for children or the homeless population, Karma Boxes are located in areas throughout the community and are continually stocked with water, food, toiletries, books, etc. for public access to people in need.

Thank you, Chris, for representing Meadows Bank in the Leadership Reno-Sparks program and for your commitment to the Reno-Sparks communities. Congratulations!

How to Get the Most When Selling Your Company

Preparation and help go a long way toward selling your small business successfully

Selling a small business is a complex task. To make all of your hard work and investment in developing your small business come to fruition, you should have a plan ready well in advance, and you ought to consider hiring an accountant, attorney, broker or all of the above. Whether you profit, and how much you profit, will depend on why you are selling, when you are selling and the strength of your business's operation and structure.

Be prepared

According to business author Debbie Allen, it takes an average of two to four years to sell a small business. "Waiting too long, or not planning in advance, can cause many business owners to miss their window of opportunity," she warns. There are a number of key aspects to take into consideration when selling a business: sustainable profitability, financial documentation, lease issues and staffing problems. You will want to address these areas before listing your business for sale, as these will impact its salability and the price it demands in the marketplace.

Use experts

Remember that as a business owner, your specialty is running the business, not selling it. Mike Handelsman, general manager of two business-for-sale marketplaces, says that too many business owners are too averse to hiring business brokers to help sell their business because they don't realize that brokers are capable of adding more to the sales price than their cut. "Most owners are better off hiring a broker to handle important tasks like preparation, showing the business to potential buyers, marketing and negotiation," Handelsman writes in an article for Entrepreneur.



Allen concurs that finding the right broker or consultant is a crucial step toward selling your business successfully and advises against going with the first person you meet to list your business. Consider interviewing various different brokers. It's time consuming, but, with something as important as the sale of your business, it's worth it.

Appraise your business

As the owner, it can be difficult to appraise your business without bias. "Far too many sellers go into the selling process with the confidence that they will get top dollar for their business simply because they believe that is what it is worth," Handelsman says. It's important to avoid this mistake because valuing your business too highly can make it difficult, if not impossible, to sell. Conversely, you'll end up with more in your pocket if you avoid pricing it too low relative to what it's actually worth. To avoid these two pitfalls, hire a business appraiser to get a valuation and a detailed explanation of your business's worth, which has the added benefit of bringing credibility to your asking price.

Stay hands-on

Just because you hired a broker doesn't mean you no longer need to do any work in promoting your sale. You are still the best promotor for your business — nobody has more knowledge and passion about it than you. Though your broker can find you leads, it's important that you continue promoting yourself as well. "Have a conversation with your broker about how you can proactively market your business without stepping on his toes," Handelsman advises. Once your broker finds qualified buyers, your involvement in the sale can have an important impact on their confidence.

Selling a business is difficult. Just like you started your business with a strong plan, you should sell it with a strong plan. That's easier said than done, but with the right help, you'll be on your way to a successful sale — ultimately getting the most out of the business you worked so hard to grow.

Meadows Bank In the Community

Meadows Bank is dedicated to giving back to some of the most vulnerable individuals (especially children) in the communities where we live, work and do business. Here are a few of the events we have participated in or sponsored in the past month or so:

3rd Annual Compassion Through Crisis - Crisis Support Services of Nevada

Healthcare Heroes 2019 - Northern and Southern Nevada

Grant to Fund Workshops - Thai-American Association of Arizona

3rd Annual Swings for Wings - Miracle Flights

2019 Education Hero Awards - The Public Education Foundation

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OCTOBER IS NATIONAL CYBERSECURITY AWARENESS MONTH

The line between our online and offline lives is indistinguishable. In these tech-fueled times, our homes, societal well-being, economic prosperity and nation's security are impacted by the internet.

Under the overarching theme of 'Own IT. Secure IT. Protect IT.', the 16th annual National Cybersecurity Awareness Month (NCSAM) is focused on encouraging personal accountability and proactive behavior in security best practices, digital privacy and draw attention to careers in cybersecurity. NCSAM 2019 will address the following online safety messages and identify opportunities for behavioral change:

Own IT.

- Never Click and Tell: staying safe on social media
- Update Privacy Settings
- Keep Tabs on Your Apps: best practices for device applications

Secure IT.

- Shake Up Your Passphrase Protocol: create strong, unique passphrases
- Double Your Login Protection: turn on multi-factor authentication
- Shop Safe Online
- Play Hard To Get With Strangers: how to spot and avoid phish

Protect IT.

- If You Connect, You Must Protect: updating to the latest security software, web browser and operating systems
- Stay Protected While Connected: Wi-Fi safety
- If You Collect It, Protect It: keeping customer/consumer data and information safe

Own IT. Secure IT. Protect IT.

Everyone can make a difference during National Cybersecurity Awareness Month (NCSAM). Whether you have a minute, an hour or a day – or all month long – check out ways you can participate and support NCSAM on social media, at home, at work or school and in the community.

On Social Media

- Follow the National Cyber Security Alliance on Twitter, Facebook, YouTube and LinkedIn to receive the latest online safety news and resources.
- Post online safety tips and reminders about National Cybersecurity Awareness Month on your social networks. Use the hashtag #BeCyberSmart and #CyberAware on Facebook, Twitter, Instagram and other social media sites.
- Download and share our sample social media posts leading up to and throughout the month on social media – download and share them all or customize them to your needs and interests!
- Blog about cybersecurity in October. Choose a topic that appeals to you or highlight one of the NCSAM calls to action.

At Home

- Become a NCSAM Champion – sign up, take action and make a difference in online safety and security. It's free and simple to register.
- Sign up for NCSA's newsletter to receive regular online safety news and resources.
- Print NCSA resources and display them in areas where family members spend time online.
- Hold a family "tech talk." Learn and discuss how each family member can protect their devices and information.
- Send an email to friends and family informing them that October is National Cybersecurity Awareness Month and encourage them to visit staysafeonline.org for tips and resources.

At Work and School

- Become a NCSAM Champion and show your organization or school's official involvement in the month. It's free and simple to sign up.
- Post the NCSAM logo on your company or school's external or internal website. You can link to the NCSAM "About" page to provide more info.
- Send an email to colleagues, employees, customers and/or your school community about NCSAM. Highlight one or more of the themes and/or our shared responsibility to secure the internet. You can use information from the NCSAM "About" page in the email.
- Hold a brown bag lunch for employees to discuss your company's IT security and acceptable use policies.
- Host an employee training on cybersecurity. Check out ESET's free cybersecurity awareness training as a great resource.
- Host a poster/video contest for students in which participants create informative online safety resources. Display the winning entries at school or share them with your community.

In the Community

- Display the NCSAM logo in your community center or religious institution.
- Include information about NCSAM in your community newsletter. Highlight Own IT. Secure IT. Protect IT. and some of the key calls to action. You can use information from the NCSAM About page in the email.
- Print NCSA resources and display them in areas where community members spend time online
- Talk to community members about best security practices for email, social media and/or online transactions. Highlight the key issues included in this year's theme.
- Host a cybersecurity event for community members to discuss smart computer practices and online security measures, leveraging resources provided by the National Cyber Security Alliance.

For more information, go to <https://staysafeonline.org/ncsam/>

Are You Signed Up for E-Statements?

By enrolling in Electronic Statements with Meadows Bank, you will receive your documents on the same day that our system creates them - 2-3 days sooner than if delivered by mail.

When you enroll for e-Statements, you are automatically signed up to receive the e-Statement Available alert to your email address. We want to ensure you have the information as soon as possible so you can manage your finances on your time. You will receive a secure email notification on the day your statement period ends that contains an embedded link to view your statement instantly on your computer or compatible mobile device.

Your Electronic Statements are then archived in an electronic document folder within your online banking profile for quick and easy access whenever you need them. Our Electronic Statement system also allows you to enroll additional recipients such as your accountant or bookkeeper to receive electronic copies of your statements, as well as images of deposits and cleared checks.

Please contact our Electronic Banking Support Team for more information on enrolling in E-statements.

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