



ASSOCIATION OF INDEPENDENT MANUFACTURERS'/REPRESENTATIVES, INC.

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## Educational Package for AIM/R Members

At some point in our career as an owner of a professional field sales organization, we have to plan for our succession, and there's a great special report that deals with setting this up, from placing a value on the business to structuring the agreement with the buyer. It's called **Valuing the Rep Firm**.

Before you retire, you still have a business to run and another special report will help in this regard. It's called **Sales Agency Management**.

The IRS is always looking for ways to increase revenues by reclassifying independent contractors as employees. When that happens, it's very expensive. Last year the IRS changed its guidelines on how they evaluate relationships and the special report that will educate you about how they do it is called **A Manufacturers' Agent's Guide to the Use of Independent Contractors**.

You can order these separately from MANA at the sister association price of \$94. As an AIM/R member, however, you can now order all three for only \$65.

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**Questions?** Call AIM/R toll-free at 866-729-0975