

Randall D. Oestreicher, Principal

Northstar Business Resources, LLC



Mr. Oestreicher has worked for more than twenty years in the business transfer industry. Initially in Northeast Florida, and since 1993 in metropolitan Kansas City, Western Missouri and Eastern Kansas he has advised and assisted client owners of privately-held companies and family businesses. He has written ten articles on various aspects of the exiting and selling process for general business and trade publications.

Education

- Ph.D. (Honors), Political Science and Public Policy, University of Kansas (1982))
- B.A. (Honors), Liberal Arts (Political Science), Union College, Schenectady, N.Y. (1964)

Prior Professional Background

Prior to establishing his own consulting firm, Northstar Business Resources, LLC., in 1999, Mr. Oestreicher was an associate with two business sales and merger and acquisition firms : Dillon-Schramm Associates, Ltd., Overland Park, Ks for six years and Florida Brokerage Group, Inc., Jacksonville, Florida, for the previous eight years.

Other Experience

The McCormick Group, Jacksonville, Florida. Executive recruiter of consultants for public accounting firms and healthcare clients.

Memorial Medical Center, Jacksonville, Florida. Director of Education and Training.

University of Kansas Graduate School (Lawrence, Ks). Teaching and Research Associate.

Professional Memberships and Affiliations

Independent affiliate of ABC Advocates Business Consulting, Inc. since 1999.

International Business Brokerage Association since 1986.

Association for Corporate Growth since 2003.

Family Firm Institute since 2006.

Publications

1994, "Professional Employer Organizations", *Kansas City Small Business Monthly*

1995, *Kansas City Small Business Monthly*, authored three articles and co-authored two more in a five-part series on all major aspects of the business transfer process

1996-97, "Successfully Selling Your Business," *Kansas City Small Business Monthly Entrepreneur's Guide*.

1998, "Planning the Successful Sale of Your Business," *Imaging Service Bureau News*

1998, "Ten Common (and potentially costly) Mistakes to Avoid when Selling a Business," *Imaging Service Bureau News*

2002, "Common Mistakes in Evaluating, Entering, Enhancing and Exiting Business Ownership" Ch. 10 in William W. Bumstead's book *E4 :Evaluating, Entering, Enhancing and Exiting Privately Owned Businesses*.