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1010 S. Main Street | Chelsea, MI | 48118

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**For Immediate Release**

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**CHELSEA STATE BANK TO HOST 'HOW TO BUILD A SELLABLE BUSINESS' COFFEE CONVERSATIONS FOR BUSINESS OWNERS**

MONDAY, JANUARY 05, 2026, CHELSEA, DEXTER, AND JACKSON, MI – Chelsea State Bank (CSB) will host a Coffee Conversations Event for business owners looking to build a sellable business on January 14, 2026, at CSB's Jackson Banking Center. This event is a collaboration between CSB, Transworld Business Advisors, and Walton Insurance Group.

“Offering impactful opportunities for business owners to connect while providing a meaningful learning experience is another difference that sets community banks apart,” said Joanne Rau, President and CEO, Chelsea State Bank. “Our Coffee Conversation Events receive positive feedback from attendees, often citing the information presented and networking that naturally occurs during these events as key takeaways.”

This event will provide valuable takeaways for local business owners focusing on steps they can take to build out their business in a way that is valuable for potential buyers when the time is right. Featured guests include:

- Jessica Starks, President & CEO, Transworld Business Advisors
- Taryn Hatch & Adriane Earl, Walton Insurance Group

“Business owners need to understand what buyers look for in purchasing a business, said [Jessica Starks](#), President & CEO, Transworld Business Advisors. “The sooner a Seller can prepare their business for sale, make it more profitable and less owner dependent, the more the business will sell for when the time is right for them. It is never too early to run your business like you are going to exit; it is a good business strategy.”

“For buyers, a sellable business isn’t just about revenue – it’s about predictable costs, reduced owner dependency, clean compliance and risk mitigation and smooth leadership and workforce transitions,” said Adriane Earl, Account Executive, Walton Insurance Group. “Employee benefits strategy—including how aging owners and employees transition to Medicare—directly impacts all areas. Poor planning can increase costs, create compliance risk, or derail a transaction.”

The event will take place on January 14, 2026, at Chelsea State Bank's Jackson Banking Center (611 N. Wisner), from 8:30 a.m. to 10:30 a.m.

Those interested should register here as seating is limited and will be offered on a first-come, first-served basis: <http://bit.ly/4ntXksm>



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### **About Chelsea State Bank**

Chelsea State Bank is a full-service financial institution with offices in Chelsea, Dexter, and Jackson. The Bank was formed over 125 years ago by local business leaders to provide timely financial solutions to individuals, families, and businesses in the community. This tradition of community service continues today. For more information, please call 734.475.1355 or visit [www.chelseastate.bank](http://www.chelseastate.bank).

### **About Transworld Business Advisors**

For over 42 years, Transworld has specialized in the marketing and sale of businesses and franchises. We specialize in small business brokerage to large, complex mergers and acquisitions. With over 300 offices worldwide, no one has the strength, resources, or experience of Transworld. Jessica Starks is an Exit Strategist representing businesses in Michigan. In business since 2016, she has built a solid reputation in the community. She is the Owner of Transworld Business Advisors and Exit Factor of Grand Rapids and Lansing. Exit Factor helps businesses prepare for their sale by increasing profitability, time, and freedom, making their business worth more when they are ready to sell, while enjoying the benefits now. From exit planning to business brokerage and mergers and acquisitions, we are the business exit specialists.

### **About Walton Insurance Group**

Since 1951, we've built an agency that has a culture like no other. For almost 70 years, the Walton name has helped people, families, companies, and organizations prevail through the unexpected. Today, we are one of the most trusted names in insurance. Whatever life brings your way, we strive to find the right solution for you, your family, and your business. Most of all, your satisfaction is extremely important to us because at the Walton Insurance Group, we're here for you.

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# Coffee Conversations

## Sip on this!

### HOW TO BUILD A SELLABLE BUSINESS

Join us for an engaging event featuring industry experts who will help elevate your business. Jessica Starks from Transworld Business Advisors will discuss "How to Build a Sellable Business," sharing insights on enhancing market appeal and value. Taryn Hatch and Adriane Earl from Walton Insurance Group will cover essential risk management tools and insurance requirements. This event is perfect for both seasoned entrepreneurs and newcomers. Reserve your spot now for a chance to learn, network, and grow your business!

January 14, 2026

Chelsea State Bank  
Jackson Banking Center  
(611 N. Wisner St, Jackson)

8:30-10:30 am

**JESSICA STARKS**  
PRESIDENT & CEO  
TRANSWORLD

**TARYN HATCH**  
DIRECTOR OF COMMUNITY OUTREACH  
& ACCOUNT EXECUTIVE  
WALTON INSURANCE GROUP

**ADRIANE EARL**  
ACCOUNT EXECUTIVE  
WALTON INSURANCE GROUP

SCAN TO REGISTER  
<http://bit.ly/4ntXksm>

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