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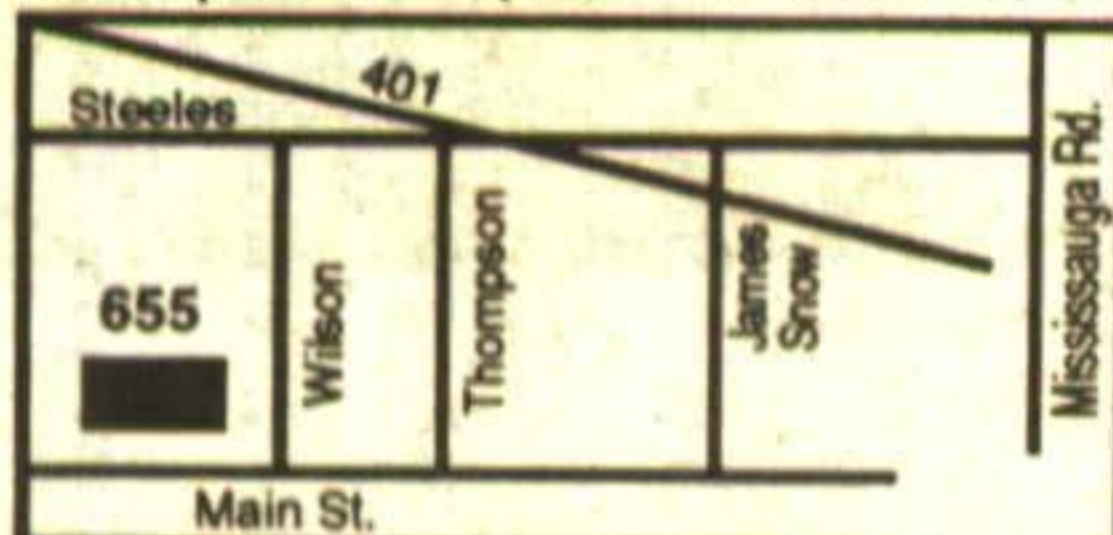
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# McKee's launch new Network

By JANET BAINE

Staff writer

Alex McKee is in the matchmaking business. He is not striking love matches however, but connecting people who want to sell their small businesses with people interested in buying or investing in them.

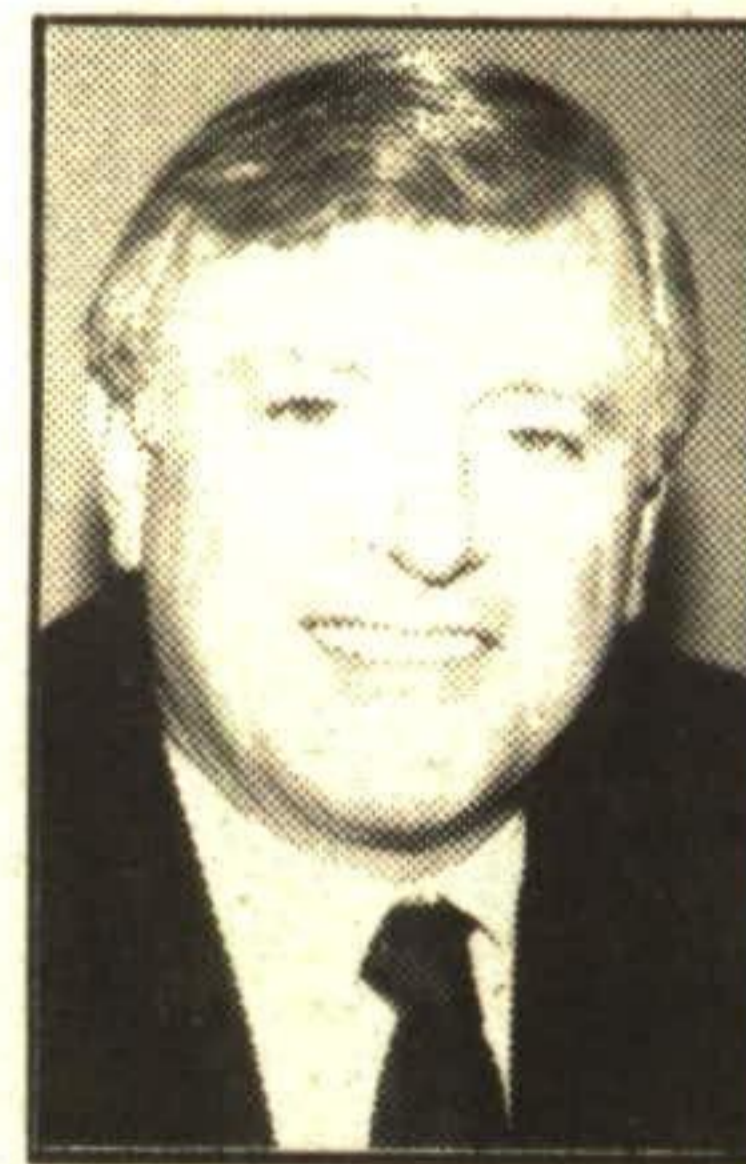
The recently launched Network International Inc., already has seven associate offices across Canada.

"This has grown out of the difficult economic times," said McKee. "As large corporations continue to downsize, more and more people with skills and capital are searching for quality opportunities to maintain some control over their financial destiny."

McKee said in his role as a business financing specialist he has encountered many business owners who don't want to take their business into the next century.

On the other side of the match the recession has made casualties of many highly experienced professionals.

"When someone gets downsized



ALEX McKEE



BEV McKEE

they may get between \$50,000 and \$300,000 in their severance agreement. What are they going to do with it, they are not going to get into the corporate world, that's over."

He added many of those laid off may not be interested in starting their own business.

"That person, who may be an expert in marketing software, could take his \$50,000, and we could match him with a company that he could invest in and secure himself a new position," said McKee.

While McKee has knowledge about many small businesses, and

people who are looking to invest or buy the businesses, he knew he was not well-connected in other parts of the country. So he looked for people who were.

"We are bringing in people who have their own network of business opportunities," said McKee. McKee has connected with several people that fit that bill across the country and they have become Network International associates. The company operates similar to a franchise, the associates pay a licence fee to become part of it.

Biznet, a software program developed for the company allows the associates to access all the opportunities.

"These professionals have a worldwide network of contacts. Biznet allows them to match data on each opportunity within our system."

Clients of Network International also pay a fee to access their services.

McKee's wife Beverly is involved in the business also, and is planning to become an associate.

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