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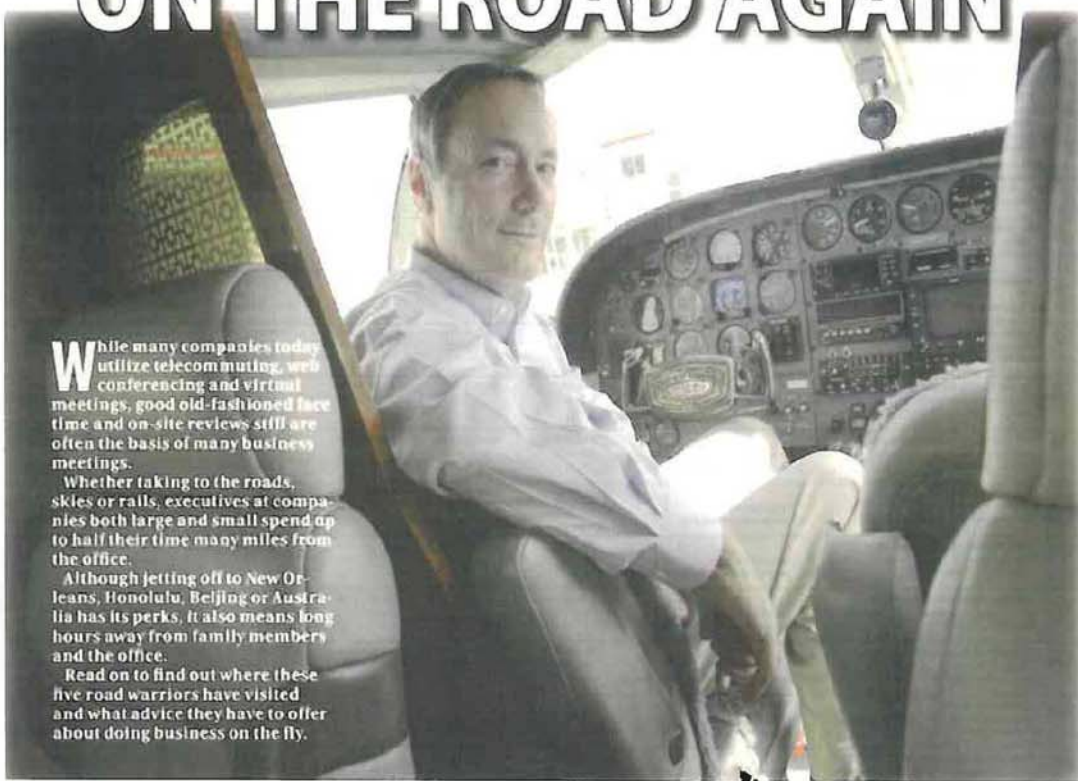
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**TRAVEL**

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**ON THE ROAD AGAIN**



**W**hile many companies today utilize telecommuting, web conferencing and virtual meetings, good old-fashioned face time and on-site reviews still are often the basis of many business meetings.

Whether taking to the roads, skies or rails, executives at companies both large and small spend up to half their time many miles from the office.

Although jetting off to New Orleans, Honolulu, Beijing or Australia has its perks, it also means long hours away from family members and the office.

Read on to find out where these five road warriors have visited and what advice they have to offer about doing business on the fly.

**John Zayac**, president and founder of **IBG Business Services**, is in the company plane. He says the reason travel is so important to his business is that clients want to communicate face to face when making the biggest financial decisions of their lives.

## **Zayac makes business travel a leisurely activity**

BY RYAN PEACOCK SPECIAL  
DENVER BUSINESS JOURNAL

John Zayac's staff knows when he's been in Endicott, N.Y. He brings them back a special package — seasoned meat shish kabobs from a place called Speedie's.

“When we travel, there's always this little game of what you're going to bring back from a place that is unique,” he said. “Every area has some type of unique food, and we

all keep a list of the restaurants we like to go to.”

Zayac is president of IBG Business Services, a company he founded in 1985. It specializes in the sale of privately held businesses, generally representing the seller. The company does business in more than 30 states, including in large cities and rural communities.

“The reason travel is so important for us is that we deal with the most important financial decision a business owner will make in his or her life,” he said. “Being able to communicate person to person and walk through the complexities of a transaction is difficult to do on the phone or through email. We’ve tried teleconferencing, and that can work at a certain point in the selling process, but there are still several parts where the best way to resolve conflicts or negotiate complex issues are in a face-to-face setting.”

IBG owns an eight-passenger private plane, which is used every week for flights from Centennial Airport to visit clients. Zayac said the decision to purchase the plane was based on financials, flexibility and providing a resource to help employees balance their lives outside of the office.

“The company aircraft is a tool for us and gives us a great competitive advantage,” he said. “You can get on it at 7 a.m., have breakfast, land in Albuquerque for a two-hour meeting and be back in the office at noon.

“If people are caught up in traveling, it means tens of thousands of dollars in lost productivity. It’s important, because time kills deals. It’s still one of the lowest cost points in a transaction, not even in the top five. You’ve got professional advisers, which are the much bigger costs.”

Zayac has three daughters and understands the importance of juggling business and family commitments.

## **JOHN ZAYAC**

**Title:** President and founder

**Company:** IBG Business Services

**Location:** Greenwood Village

**How many days a year on the road:** 70

**Cities visited this year:** Albuquerque; Montrose, Durango; Elko, Nev.; Grand Junction; Mesa, Ariz.; Phoenix; Reno; Salt Lake City; and Tulsa

**Favorite hotel:** Ritz-Carlton hotels

**Best travel tip:** Get advice about where to go from bartenders instead of concierges

“As a company, it’s very important to have the support of our employees’ families, so our company philosophy is that if you have to go somewhere to meet with a client on Friday, we encourage them to take their spouse and spend the weekend, then fly back on Monday,” he said. “It’s a benefit and a perk to them, and it’s actually cheaper to fly two people back after staying over on a Saturday.”

Zayac still travels on commercial flights and always tries to get the same aisle seat in the center of the aircraft, so he knows he can fit his carry-on in the overhead compartment.

He uses TravelPro luggage, which he chose after noticing that many pilots used it. And technology has helped him cut down on the number of gadgets he brings when he travels.

“My telephone is now my address book, iPod, camera and scheduler,” he said.

Zayac, a pilot himself, made local headlines in May when he crashed a World War II-era plane in Eagle County and managed to walk away with just minor bruises.

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