

Fourth Annual M&A Conference

January 31, 2024

Flaster Greenberg and M&T Bank

Flaster Greenberg's Fourth Annual M&A Conference

Thank you to Conference Sponsor M&T Bank, our panelists, and everyone who helped make our 4th Annual M&A Conference a success! We look forward to next year!

If you would like to receive information about next year's conference, please email Marketing.

SPONSORED BY Flaster Greenberg & M&T BANK

Join us as we partner with our colleagues from M&T Bank for Flaster Greenberg's 4th annual Mergers & Acquisitions half-day conference. Attendees will have the opportunity to network with other professionals in the M&A and middle market industries and make meaningful connections that could prove advantageous for the next deal.

Our esteemed panelists consist of investment bankers, commercial bankers, M&A advisory firms, business brokers, and attorneys.

This program is geared toward accountants, financial advisors, bankers, investors, M&A advisory firms, CFOs, CEOs, business owners/managers/directors, and in-house counsel. CPE and CLE credits will be available.

TOPICS

- What's trending in M&A?
- Importance of an LOI
- Due Diligence in Preparation for a Transaction

DATE AND TIME

Thursday, January 31, 2024

8:00 a.m. - 1:30 p.m.

Breakfast & Networking: 8:00 – 8:30 a.m.

Conference: 8:30 – 12:00 p.m.

Networking Lunch: 12:00 – 1:30 p.m.

LOCATION

DoubleTree by Hilton
2349 Marlton Pike West
Cherry Hill, NJ 08002

Continued

AGENDA

Welcome | 8:30 a.m.

Introductory Remarks by **Tami Bogutz Steinberg, Chair, Business & Corporate Department, Flaster Greenberg PC**

SESSION I | 8:40 – 9:40 A.M.

What's Trending in M&A?

*During this session, moderated by **Mariel Giletto, Shareholder in Flaster Greenberg's Business & Corporate Department**, our panelists will discuss current trends in the market and future forecasting, current deal terms, timing, financing alternatives, earnouts, and more.*

Speakers

- **Brandon K. Eck**, Managing Director, Mufson, Howe & Hunter, LLC
- **Brian Dettmann**, Head of Mergers & Acquisitions Advisory, M&T Bank Corporation
- **Michael Hullings**, Partner and Co-Founder, Hullson Partners

SESSION II | 9:50 – 10:50 A.M.

Importance of LOIs

During this session, moderated by **Alan Zuckerman, Shareholder in Flaster Greenberg's Business & Corporate Department**, our panelists will provide a detailed explanation of the terms in a Letter of Intent and common missteps to avoid.

Speakers

- **John C. Simons**, Partner, Corporate Fuel Advisors LLC
- **Don Wanner**, Director, Falcon Capital Partners, LLC
- **Tony Parisi**, Managing Director, Strategic Exit Advisors

SESSION III | 11:00 A.M. – 12:00 P.M.

Due Diligence in Preparation for a Transaction

During this session, moderated by **Lauren Schwimmer, Shareholder in Flaster Greenberg's Business & Corporate Department**, our panelists will discuss the financial, operational and legal cleanup, multi-state sales tax issues, among other topics relevant to the preparation.

Speakers

- **Maxwell Heller**, Managing Director, Centri Business Consulting, LLC
- **Stephen Oatway**, Principal, The DAK Group
- **Scott Kozel**, Director, Financial Due Diligence, Stout Advisors
- **Joseph Hayes**, Shareholder, Flaster Greenberg PC

Continued

CLOSING | 12:00 P.M.

Concluding Remarks by **Steven Poulathas, Co-Managing Shareholder, Flaster Greenberg PC**

Luncheon Immediately Following

SPONSORED IN CONJUNCTION WITH:

ATTORNEYS MENTIONED

Mariel Giletto

Lauren Schwimmer

Tami Bogutz Steinberg

Alan Zuckerman