

# 2013 LEA M&A CONFERENCE

## For Private Equity Firms



leading edge alliance  
innovation • quality • excellence

## WHY ATTEND?

Participating regional accounting firms rank among the top 100 U.S. firms. LEA members service more than 370 Private Equity Firms globally, with more than \$32 Billion in assets under management.

## AGENDA AT-A-GLANCE

### Monday, November 11

**6:00PM - 9:00PM PRIVATE NETWORKING, RECEPTION & DINNER**  
Gibson's Steakhouse (located in Hotel)

### Tuesday, November 12

**7:00AM - 8:30AM BREAKFAST & NETWORKING**

**8:30AM - 8:45AM WELCOME & OPENING COMMENTS**

Alexander Paul, CPA - President Alpern Rosenthal

**8:45AM - 9:30AM OUTSOURCING OPPORTUNITIES IN RUSSIA, CIS & EASTERN EUROPE**

Presenter:  
Ulf Schneider - Managing Partner Russia Consulting

**9:30AM - 10:15AM SELLER DUE DILIGENCE: HOW IT CAN MAKE A DIFFERENCE**  
**2 Case Studies – Investment Banking & Private Equity Experience**

- > Deal that fell apart due to lack of due diligence
- > Deal where the value was maximized

Moderator: Carroll Hurst, CPA - Partner, Keiter

Presenters:

Mike Faremouth - Managing Director, Linsalata  
Patrick Jensen - Managing Director, Prairie Capital

**10:15AM - 10:30AM REFRESHMENT BREAK**

**10:30AM - 12:00PM PANEL DISCUSSION: PRIVATE EQUITY FIRMS**

- > How can LEA firms look for deals to help their clients?
- > What is the right equity firm for their client?

**12:00PM - 1:15PM**

Moderator: Christopher Geier - Sikich

Panel Members:

Christopher Hart - Vice President, KLH Capital

Jay Jester - Managing Director, Audax Group

Dennis Prado - Principal, Main Street Capital

**LUNCH WITH SPEAKER: ECONOMIC OUTLOOK**

Gus Faucher - Senior Macroeconomist,  
The PNC Financial Services Group

**1:15PM - 2:00PM**

**CANADIAN PERSPECTIVE**

Presenter:

Scott Daum - Managing Director, Tricor Pacific Capital

Rob Normandeau - President, Seafort Capital

**2:00PM - 3:15PM**

**INDUSTRY NICHES: WHAT WE ARE SEEING IN DEAL ACTIVITY**

Moderator: Michael Newton, CA - Managing Partner,  
Fuller Landau

Panel Members:

Restaurants: Brad Saltz, CPA - Partner, SS&G

Manufacturing: Kieran O'Dea, CPA - Shareholder

Alpern Rosenthal

Health Care: Lattimore Black Morgan & Cain

Technology: Joanne Baginski, CPA - Partner, EKSH

**3:30PM - 3:45PM**

**WRAP UP**

Alexander Paul, CPA - President Alpern Rosenthal

## REGISTRATION INFORMATION

**LEA MEMBER INVITATION ONLY: NO REGISTRATION FEE FOR LEA MEMBERS AND THEIR INVITED GUESTS – SPACE IS LIMITED**

**Location:** Doubletree Hotel Chicago O'Hare Airport-Rosemont | **Phone:** +1 847.292.9100

The Doubletree Hotel Chicago O'Hare Airport-Rosemont is only five minutes from Chicago O'Hare International Airport (ORD). The Doubletree O'Hare is a full service luxury airport hotel providing outstanding accommodations and amenities to business and leisure travelers in the Chicago and Rosemont, Illinois area. The Chicago hotel features complimentary O'Hare airport shuttle from 4:00am-2:00am every 30 minutes and picks up at the Hotel/Bus Shuttle Center Door #3. Shuttle will have Doubletree O'Hare Rosemont, the Embassy Suites and Hilton O'Hare logos.

### RESERVE YOUR ROOM TODAY

LEA has arranged for a block of sleeping rooms at a rate of \$159 per night. Please reserve your room early as the hotel expects to sell out on the dates we will be at the hotel.

**TO REGISTER** for a meeting, **TO RESERVE** a sleeping room or for more information please email **Kim Smith** at [kim.smith@the-lea.com](mailto:kim.smith@the-lea.com).

### ABOUT THE LEADING EDGE ALLIANCE

[www.LeadingEdgeAlliance.com](http://www.LeadingEdgeAlliance.com)

The Leading Edge Alliance is ranked as the 2nd largest international professional association of independently-owned accounting and consulting firms. The Leading Edge Alliance, which has 200 member firms and 460 offices across the globe, enables member firms to access the resources of a multibillion dollar global professional services organization.