



ANNUAL CONSULTANTS' CONFERENCE

JUNE 8-11
2011
SAN DIEGO

NATIONAL ASSOCIATION OF CERTIFIED VALUATORS AND ANALYSTS • INSTITUTE OF BUSINESS APPRAISERS

Track: **Mergers & Acquisitions**

Sponsored by the Middle Market Investment Banking Association

Session Date/Time: **Thursday, June 9, 2011 • 2:05 – 3:45 PM**

Session Summaries: **Developing M&A Deal Flow in Specialty Industries:**



As markets and technology continue to evolve at an ever-increasing rate, clients' need for up-to-date specialized market and industry information becomes much more critical. The generalist approach to advisory services, including middle market investment banking, is becoming ineffective as the gap continues to narrow between clients' access to publicly available information and the advisor's general knowledge. From this, it is becoming increasingly clear that one of most effective approaches to promote deal flow under these developing conditions is specialization. This session explains a step-by-step process to develop middle market investment banking deal flow in specialty practices along with proven strategies on how advisors can position themselves as an expert in the eyes of their prospective clients. **[Presenter: Enrique Brito]**

Introduction to Exit Planning—the Hottest Topic for M&A Advisors:

This powerful and engaging seminar provides business advisors with the knowledge and tools they need to play a part in the greatest demographic and financial trend of this century. Rich Jackim, author of the critically acclaimed book, "The \$10 Trillion Opportunity" introduces participants to the concept of exit planning and how it can dramatically improve the outcome for most business owners. The presenter will give attendees an introduction to a simple, intuitive eight step exit planning process that helps business owners address all of the personal, business, financial, legal, estate, and tax issues involved in exiting a privately held business. **[Presenter: Richard Jackim]**

CPE Hours/Fields of Study: **CPE: 2 • 1Hr-MK, 1Hr-SK&A**

Presenter Bio(s): **Enrique Brito, MBA, CFA, AVA, CM&AA, CMAP**



Enrique is a Senior Managing Director in The McLean Group's headquarters office, advises middle market business owners on the implementation of exit strategies or growth plans requiring acquisitions and/or external funding. His primary expertise is with healthcare companies, particularly in the information technology, medical devices and biotech sectors.

Richard Jackim, MBA, JD, CEPA

Richard is an experienced attorney and investment banker. He received his Law Degree with honors from Cornell Law School and his MBA in Corporate Finance and Marketing at The Kellogg Graduate School of Management. He practiced corporate law at White & Case (NYC), worked as an investment banker at Prudential Capital (investment division of The Prudential Insurance Company), and was recruited as President of a national middle market mergers and acquisitions firm with 14 offices around the country.