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A Conference for Business Owners: M&A Solutions for Privately Held Companies

Selling a company can be the largest and most important deal of a business owner's career. Regardless of what prompts the sale, selling a business is a high-stakes transaction, with far-reaching financial and emotional consequences. Our panelists will discuss the important aspects involved in the sale of a company.

8:00 – 8:30	Coffee and Registration
8:30 – 8:40	Welcome: Mary Barcus, Senior Vice President, Market Executive – Northern New England, Global Commercial Bank
8:40 – 9:10	Middle Market Merger and Acquisition: PSRN Introduction and Market Update Brooks Gallagher, Managing Director, Private Sales, Bank of America-Merrill Lynch
9:10 – 9:50	Preparing a Company for Sale and Understanding Liquidity Options for Private Companies Today Timothy White, CFA, Managing Director, Shields & Co., Inc.
9:50 – 10:30	Pre and Post Sale Planning for You, Your Company, and Your Family
9:50 – 10:10	Stephen Cohen, Practice Group Leader, Choate, Hall & Stewart LLP
10:10 – 10:30	William Gelnaw Jr., Co-Managing Partner, Choate, Hall & Stewart LLP
10:10 – 10:30	Greg McGauley, Managing Director, Northeast Private Banking & Investments Group Market Executive
10:30 – 11:00	A Business Owners Perspective (Entrepreneurial Panel): Lessons Learned From Business Owners Who Have Recently Sold Their Business
11:00 – 11:15	Closing Comments / Q&A: Mary Barcus, Senior Vice President, Market Executive – Northern New England, Global Commercial Bank

EVENT DETAILS

Date/Time

Thursday, October 11th, 2012

Location

Bank of America Merrill Lynch
100 Federal Street, America's
Room, 2nd Floor
Boston, MA 02110

RSVP

PLEASE RSVP to Christopher Davis
at 617-946-8022 or email
christopher.g.davis@ml.com

Seating is limited and is offered
on a first come first serve basis

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Guest Speakers

Shields & Company, Inc.
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