

JUNE TOPIC



Preparing Your Business for Sale

Organizer

Clark Childers, Cherry Bekaert & Holland, L.L.P.

Co-Presenters

Rod Buck, President, The Columbia Group**Sean Geoghan, Co-founding Member, CTS Capital Advisors, LLC**

We will discuss key issues surrounding the decision to sell including timing, valuation, preparing for sale, and the sell-side and buy-side diligence processes. We will explore the questions you need to ask to prepare your company for the sale process, what to expect in realistic terms of timing and valuation, and what are the potential outcomes.

Topics of discussion Include:

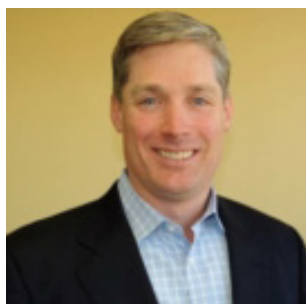
1. What are reasons to sell and how determine the right timing?
2. When should you start preparing for sale, and what steps should you take to increase the value prior to sale?
3. What is the typical timing and process to prepare for sale? What level of management gets pulled in – and when – to the process?
4. What information do buyers request? How do you prepare data for a data room? What is the timing and process to get ready for buyers, and the process during a buyers due diligence?
5. Should you engage advisors/investment bankers? What is their role? How are they paid?

About Our Presenters

Rod Buck is President of The Columbia Group. He has more than twenty-five years of corporate executive experience, with leadership roles in rapidly growing middle market companies in the information technology and government services industries. He managed, negotiated or implemented over twenty successful M&A transactions. Mr. Buck began his career as a CPA in a large national accounting firm and has several years of successful investment banking experience in the government services industry.



Sean Geoghan is a member of CXO and the co-founding Member of CTS Capital Advisors, LLC. Sean's practice advises private equity firms, mezzanine and senior lenders, and corporate clients on issues regarding financial and accounting due diligence and valuation in mergers and acquisitions. Prior to joining CTS, Sean spent seven years in the Transaction Services group of PriceWaterhouseCoopers in Washington, DC.



CXO Forum 11-12 SERIES

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THURSDAY
JUNE 14, 2012

7:30am to 8:00am
Networking and
Continental Breakfast

8:00am to 9:00am
CXO Forum
Panelist(s) Presentation

9:00am to 9:15am
Burning Issues

*Discuss your specific
issues and challenges
with colleagues and
fellow CXO members*

Location
Cherry, Bekaert, &
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Vienna, VA 22182
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For directions, visit
www.CXOForum.com

CXO Forum

FOUNDING PARTNER



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Join us in September as we kick off the 2012-2013 season!