

This event is the day
leading up to the Kick Off
of the DYKEMA DSO
Conference - come a day
early to join us!



TUSK M&A Workshop

Value is in the Eye of the Buyer

July 28, 2021 | Denver, CO | Gaylord Resort

Limited to 120 Owners of Dental Practices and Pre- Private Equity Groups

7:00	Registration & Breakfast	
8:00	Opening Introduction Speaker <i>Overview of the current M&A markets</i>	Brian Colao Director DSO Industry @ Dykema Kevin Cumbus President @ TUSK
8:30	Evolution of Consolidation Moderator Speaker <i>Growing from a small doctor-owned group to a large, PE-backed platform. What makes a great partner? What constitutes a great deal? Lessons learned in the everchanging landscape of dental M&A.</i>	Kevin Cumbus President @ TUSK Dr. Chris Villanueva CEO @ MB2
9:15	Client Journey Moderator Speaker <i>Increased value of business by 90% over unsolicited offer!</i>	Ryan Mingus Director @ TUSK TUSK Client Journey
9:45	Buy-Side Update Moderator Panelists <i>How do you size up a partnership opportunity? How deal structure drives value for sellers.</i>	Ryan Mingus Director @ TUSK Grady Wilson VP of BD @ Dental Care Alliance John Geary COO @ Independence DSO Jake Berry Chief Development Officer @ MB2
10:30	BREAK	
10:45	CEO Spotlight: Growth and Integration Moderator Panel <i>Acquisition -> Integration -> Value Creation</i>	Kevin Cumbus President @ TUSK Heidi Arndt CEO @ Strive Dental Additional Panelists Coming Soon
11:15	Legal Moderator Panelists <i>Legal considerations in M&A transactions Deal Structure: Earn outs, Escrows, and Taxes</i>	Kevin Cumbus President @ TUSK Craig Woods Member @ Dykema Virgil Ochoa Member @ Dykema Rich Lieberman Senior Counsel @ Dykema (Tax)
12:00	LUNCH	
1:00	Client Journey Moderator Client Journey	Ryan Mingus Director @ TUSK John Barganier Co-Founder Smile Makers
1:20	Closing Your Deal: QoE & Lender Perspective Moderator Panelists <i>Which EBITDA, QOE Matters</i>	Alex Cherniavsky Senior Analyst @ TUSK Mike White Principal @ CLA Mark Rudolph Shareholder @ Elliott Davis Mike Montgomery VP @ Live Oak Bank
2:00	Client Journey Moderator Speaker <i>Finding the RIGHT partner: Strategics vs. Financial Buyers</i>	Kevin Cumbus President @ TUSK Jason Hartman CEO @ Spark Orthodontics
2:30	Market Update PEGs Moderator Panelists <i>What makes for a great partner? How do you aid in the growth of the business post-close.</i>	Ryan Mingus Director @ TUSK David Scharf MD @ Rock Mountain Capital Coming soon! Coming soon!
3:15	TUSK M&A Round Table Q&A Moderator Panelists	Kevin Cumbus President @ TUSK Ryan Mingus Alex Cherniavsky
3:45	Concluding Remarks	Kevin Cumbus President @ TUSK