

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&amp;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&amp;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 -&gt; Integration -&gt; Value Creation</i>	Kevin Cumbus   President @ TUSK Heidi Arndt   CEO @ Strive Dental Lane Theriault   CEO @ Independence DSO
11:15	Legal Moderator Panelists <i>Legal considerations in M&amp;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	Preparing Yourself and Your Organization to Maximize Value Moderator Speaker	Brian Colao   Director DSO Industry @ Dykema Steve Bilt   CEO @ Smile Brands
4:00	Concluding Remarks	Kevin Cumbus   President @ TUSK