

7:00	Registration & Breakfast <i>Come early and reconnect with old friends</i>	
8:00	OPENING Speaker <i>Welcome & Opening Remarks.</i>	Brian Colao Director DSO Industry @ Dykema
8:15	DENTAL M&A MARKET UPDATE Speaker <i>Overview of the current M&A Markets. Valuations and buyer trends in the marketplace today.</i>	Kevin Cumbus President @ TUSK
8:45	WHAT'S YOUR NUMBER? Speaker <i>Knowing the number you need to achieve financial freedom in a sale after debt, taxes and more. The importance of having an up-to-date valuation.</i>	Ryan Mingus Managing Director, M&A @ TUSK
9:15	VALUE DRIVERS IN YOUR OPERATIONS Speaker <i>Operational tasks that you MUST execute on before going to market. Including, cost controls, chair utilization and systems.</i>	Dee Fischer CEO @ Fischer's Professional Group
10:00	A BUYER'S PERSPECTIVE ON VALUATION Speaker Speaker <i>Hear from a former DSO CEO and Private Equity board member on what buyer's are looking for in your practice. How the buy-side sizes up a deal. How deal structure drives value for buyers.</i>	Josh Swearingen Director, M&A @ TUSK Maggie Jarrett Director, BD @ TUSK
10:45	UNSOLICITED OFFERS AROUND Moderator Panelist <i>Upside in some, lack of diligence in others. What an unsolicited offer really means, and the numerous deal terms that are never discussed. How to gain leverage when you receive an offer.</i>	Ryan Mingus Dr. Cyrus Ramsey Fairfax Oral & Maxillofacial Surgery
11:30	DEAL STRUCTURE DETERMINES TOTAL VALUE Speaker <i>A review of 5 different offers for your business Which one would you take and why?</i>	Kevin Sauer Director, M&A @ TUSK
12:00	LUNCH	Buffet served outside of the event space
1:00	WELCOME BACK	Kevin Cumbus
1:15	SELECTING THE RIGHT PARTNER Moderator Speaker <i>Go at it on your own or engage a M&A Advisor? How to identify which buyer best suits your long term business goals.</i>	Kevin Cumbus Dr. Bubba Waters Gendus Dental Partners Dr. Art Steineker Gendus Dental Partners
1:45	WILL YOUR DEAL SURVIVE THE QUALITY OF EARNINGS? Speaker <i>Which EBITDA, QofE Matters. Common pitfalls in the QofE process. How QofE can affect your overall valuation and best ways to prevent a reduction in purchase price.</i>	Alex Cherniavsky Director, Analytics @ TUSK
2:15	ENSURING A TAX EFFICIENT STRUCTURE Moderator Speakers <i>Getting your house in order from a tax perspective. Actionable items you MUST act on 5, 3, and 1 year before a sale.</i>	Kevin Cumbus President @ TUSK Dental Industry Tax Experts
2:45	LEGAL LANDMINES IN DEALS Speakers	Dykema DSO Industry Group
3:30	EXIT AT THE TOP Speaker <i>3 most important to-do's when you return to work on Monday. Next steps in maximizing your value before going to market.</i>	Kevin Cumbus Director, M&A @ TUSK
4:00	CONCLUDING REMARKS	Brian Colao Director @ Dykema DSO Industry Group