

TUSK M&A Workshop Exit At The Top July 13, 2022 | Denver, C0 | Gaylord Resort



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Species Species <t< th=""><th>8:00</th><th>Speaker</th><th>Brian Colao Director DSO Industry @ Dykema</th></t<>	8:00	Speaker	Brian Colao Director DSO Industry @ Dykema
Species The importance of the mandre yam when the schedule financial financi financial financial financial financial financi financi	8:15	Speaker Overview of the current M&A Markets.	Kevin Cumbus President @ TUSK
Speaker Speaker (1) Speaker Speaker (1) Dee Fischer (500 Erficher Professional Group Speaker (1) 1000 KUVCR'S PERSPECTIVE ON VALUATION (1) Speaker (1)	8:45	Speaker Knowing the number you need to achieve financial freedom in a sale after debt, taxes and more.	Ryan Mingus Managing Director, M&A @ TUSK
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Speaker Revin Sauer Director, MBA @ TUSK Arreview of S different offers for your business Buffet served autside of the event space L200 LUNCH Buffet served autside of the event space L300 WELCOME BACK Kevin Cumbus Dispatier Speaker Speaker Go at it on your own or engage a MBA Advisor? Revin Cumbus Dir. Bubba Waters Gendus Dental Partners Dir. Bubba Waters Gendus Dental Partners Dir. Bubba Waters Gendus Dental Partners Dir. Bubba Waters Gendus Dental Partners Speaker Will VOUR DEAL SURVIVE THE QUALITY OF EARNINGS7 Revin Cumbus Dir. Bubba Waters Gendus Dental Partners Speaker Winich BITDA. Qoff Matters: Speaker Alex Chemiavsky Director, Analytics & TUSK Winich BITDA. Qoff Matters: Speaker Moderator Revin Cumbus President & TUSK Speakers Bubba WUST at on 5.3. and Typer before a sale. Revin Cumbus President & TUSK Speakers Speakers Speakers Speakers Speakers Revin Cumbus Director, MBA & TUSK Dental Industry Tax Experts Speakers Revin Cumbus Director, MBA & TUSK Dental Industry Group Speakers Speakers Speaker Sp	10:45	Moderator Panelist Upside in some, lack of dillegence in others. What an unsolicited offer really means, and the numerous deal terms that are never discussed.	
1.00WELCOME BACKKevin Cumbus1.13SELECTING THE RIGHT PARTNER Moderator Speaker G at it con your own or engage a MEA Advisor? How to identify which buyer best suits your long term business goals.Kevin Cumbus Dr. Bubba Waters Gendus Dental Partners Dr. Att Steineker Gendus Dental Partners1.45WILL YOUR DEAL SURVIVE THE QUALITY OF EARNINGS? Speaker Kow Doff Eroress. How Ooff process. How Ooff process. How Ooff process. How Ooff process. How Ooff process. How Ooff process. Actionable items you MUST act on 5, 3, and 1 year before a sale.Kevin Cumbus President & TUSK Dental Industry Tax Experts2.45EGAL LANDMINES IN DEALS SpeakersDykema DSD Industry Group3.30EXIT AT THE TOP Speakers Borset important to-do's when you return to work on Monday. Next steps in maximizing your value before going to market.Kevin Cumbus Director, MEA & TUSK Next Steps in maximizing your value before going to market.	11:30	Speaker A review of 5 different offers for your business	Kevin Sauer Director, M&A @ TUSK
1:15 SELECTING THE RIGHT PARTNER Moderator Kevin Cumbus Dr. Bubba Waters Gendus Dental Partners 5 pakker Dr. Bubba Waters Gendus Dental Partners Dr. Bubba Waters Gendus Dental Partners 1:45 WILL YOUR DEAL SURVIVE THE QUALITY OF EARNINGS? Alex Chemiavsky Director, Analytics @ TUSK 5 peaker Moderator Speaker Alex Chemiavsky Director, Analytics @ TUSK 1:45 WILL YOUR DEAL SURVIVE THE QUALITY OF EARNINGS? Alex Chemiavsky Director, Analytics @ TUSK 5 peaker Moderator Speaker Moderator Speaker Moderator Kevin Cumbus President @ TUSK Dental Industry Tax Experts 2:15 ENSURING A TAX EFFICIENT STRUCTURE Speakers Dental Industry Tax Experts 6 deting your house in order from a tax perpective. Actionable items you MUST act on 5, 3, and 1 year before a sale. Dykema DSO Industry Group 2:45 EGAL LANDMINES IN DEALS Speakers Dykema DSO Industry Group 3:30 EXIT AT THE TOP Speakers in maximizing your value before going to market. Kevin Cumbus Director, MBA @ TUSK 9 peakers Jinset important to-do's when you return to work on Monday: Next steps in maximizing your value before going to market.	12:00	LUNCH	Buffet served outside of the event space
Moderator Kevin Cumbus Kevin Cumbus Speaker Do at It on your own or engage a MEA Advisor? Dr. Bubba Waters Gendus Dental Partners 1-45 WILL YOUR DEAL SURVIVE THE QUALITY OF EARNINGS? Alex Cherniavsky Director, Analytics & TUSK Speaker Speaker Common pitfalls in the QofE process. Alex Cherniavsky Director, Analytics & TUSK 2-15 ENSURING A TAX EFFICIENT STRUCTURE Kevin Cumbus President & TUSK Dental Industry Tax Experts 2-16 ENSURING A TAX EFFICIENT STRUCTURE Kevin Cumbus President & TUSK Dental Industry Tax Experts 2-16 EGAL LANDMINES IN DEALS Speakers Dysema DSD Industry Group 2-16 EGAL LANDMINES IN DEALS Dysema DSD Industry Group 3-20 EIGAL LANDMINES IN DEALS Dysema DSD Industry Group 3-21 Speakers Dysema DSD Industry Group	1:00	WELCOME BACK	Kevin Cumbus
Speaker Wich 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. Alex Chemiavsky Director, Analytics @ TUSK 2:15 ENSURING A TAX EFFICIENT STRUCTURE Moderators Speakers Getting your house in order from a tax perpective. Actionable items you MUST act on 5, 3, and 1 year before a sale. 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 3 most important to-do's when you return to work on Monday. Next steps in maximizing your value before going to market. Kevin Cumbus Director, MEA @ TUSK	1:15	Moderator Speaker Go at it on your own or engage a M&A Advisor?	Dr. Bubba Waters Gendus Dental Partners
Moderator Speakers Kevin Cumbus President @ TUSK Cetting your house in order from a tax perpective. Actionable items you MUST act on 5, 3, and 1 year before a sale. 2:45 LEGAL LANDMINES IN DEALS Dykema DSO Industry Group 3:30 EXIT AT THE TOP Speaker Speaker 3 most important to-do's when you return to work on Monday. Kevin Cumbus Director, M&A @ TUSK	1:45	Speaker Which EBITDA, QofE Matters. Common pitfalls in the QofE process.	Alex Cherniavsky Director, Analytics @ TUSK
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Speaker Kevin Cumbus Director, M&A @ TUSK 3 most important to-do's when you return to work on Monday. Next steps in maximizing your value before going to market.	2:45		Dykema DSO Industry Group
4:00 CONCLUDING REMARKS Brian Colao Director @ Dykema DSO Industry Group	3:30	Speaker 3 most important to-do's when you return to work on Monday.	Kevin Cumbus Director, M&A @ TUSK
	4:00	CONCLUDING REMARKS	Brian Colao Director @ Dykema DSO Industry Group

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