



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	Valuations Keep Going up! How Long Will the Seller's Market Continue? Speaker <i>Overview of the current M&A Markets. Valuations and buyer trends in the marketplace today.</i>	Kevin Cumbus President @ TUSK
8:45	Congrats! You got a 12x, are you sure? Speaker <i>Which EBITDA did you get paid on? Who is capturing the value of the the future growth in your business at the sale?</i>	Ryan Mingus Managing Director, M&A @ TUSK
9:15	Tales from the Buy Side - How Buyers Really Size Up Acquisitions Speaker Speaker Speaker <i>Hear from a former DSO CEO, Private Equity board member, and Operations expert 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 Dee Fischer CEO @ Fischer's Professional Group Maggie Jarrett Director, BD @ TUSK
10:15	Unsolicited Offers Abound: Avoid Being Just Another "Target" Moderator Panelist <i>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. Brent Miller Partner @ CPDO / Spark
10:45	Multiples Matter, but Deal Structures Drive Total Transaction Value Speaker <i>A reviewing different offers for your business Which one would you take and why?</i>	Kevin Sauer Director, M&A @ TUSK
11:30	Breakout Session Moderator	Maggie Jarrett Director, BD @ TUSK
12:00	LUNCH	<i>Buffet served outside of the event space</i>
1:00	WELCOME BACK	Kevin Cumbus President @ TUSK
1:15	Purchase Price Matters, but not as much as WHO you Partner With 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 President @ TUSK Dr. Bubba Waters Gendus Dental Partners Dr. Art Steineker Gendus Dental Partners
1:45	Quality of Earnings is NOT just Math - it is a NEGOTIATION! 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	Legal Landmines to Avoid in Your Deals Speakers Speakers	Virgil Ochoa Member @ Dykema Craig Woods Member @ Dykema
2:45	What to do When the Wire Hits! Speakers Speakers <i>Managing the Wealth Gap Planning today for the Eather of Tomorrow</i>	Brett Miller Dental Leader @ CI Brightworth Brent Little Managing Director @ RGT
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 President, M&A @ TUSK
4:00	CONCLUDING REMARKS	Brian Colao Director @ Dykema DSO Industry Group