

<b>7:00 AM</b>	<b>Registration &amp; Breakfast</b> <i>Come early and reconnect with friends</i>	
<b>8:00 AM</b>	<b>OPENING</b> <i>Welcome &amp; Opening Remarks.</i>	<b>Brian Colao</b> <i>Director DSO Industry @ Dykema</i>
<b>8:15 AM</b>	<b>Should I Sell or Grow? Impact of Inflation and Rising Interest Rates in Dental M&amp;A Markets</b> <i>Overview of the current M&amp;A Markets. Valuations and buyer trends in the marketplace today.</i>	<b>Kevin Cumbus</b> <i>President @ TUSK</i>
<b>8:45 AM</b>	<b>3 Biggest Trends in M&amp;A in 2023</b> <i>Deal Structures, Value of Equity, &amp; Baking Hedges into the Adj EBITDA Calcs</i>	<b>Ryan Mingus</b> <i>Managing Director, M&amp;A @ TUSK</i>
<b>9:15 AM</b>	<b>Tales from the Buyside - I am Not Your Friend</b> <i>A peek behind the curtain of DSOs and PEGs decision making How buyers think about deals</i>	<b>Josh Swearingen</b> <i>Director, M&amp;A @ TUSK</i> <b>Maggie Jarrett</b> <i>Director, Biz Dev @ TUSK</i>
<b>10:15 AM</b>	<b>Case Study: Which Deal would you Choose?</b> <i>A reviewing different offers for your business</i>	<b>Kevin Sauer</b> <i>Director, M&amp;A @ TUSK</i>
<b>10:45 AM</b>	<b>Operational Fools Gold - How to Destroy Value in Your DSO</b> <i>3 Strategic Initiatives you DO NOT want to undertake if you are less than 24 months away from a sale</i>	<b>Dee Fischer</b> <i>CEO   Fischer Professional Group</i> <b>Kevin Cumbus</b> <i>President   TUSK Partners</i>
<b>11:15 AM</b>	<b>Q&amp;A   Discussion</b> <i>Moderated discussion and Q&amp;A</i>	<b>Maggie Jarrett</b> <i>Director, BD @ TUSK</i>
<b>12:00 PM</b>	<b>LUNCH</b>	<i>Buffet served outside of the event space</i>
<b>1:00 PM</b>	<b>WELCOME BACK</b>	<b>Kevin Cumbus</b>
<b>1:15 PM</b>	<b>WHO you partner with matters just as much as WHAT they are willing to pay you!</b> <i>TUSK clients discussing their journey to sell their business</i>	<b>Josh Swearingen &amp; Kevin Sauer</b> <i>Client</i> <i>Client</i> <i>Client</i>
<b>1:45 PM</b>	<b>Quality of Earnings is NOT just Math - it is a STRATEGIC NEGOTIATION!</b> <i>Common pitfalls in the QoE process. How QoE can affect your overall valuation and best ways to prevent a reduction in purchase price.</i>	<b>Alex Cherniavsky</b> <i>Director, Analytics @ TUSK</i>
<b>2:15 PM</b>	<b>Legal Landmines to Avoid in Your Deals</b> <i>Leases, Employment Agreements and Corporation Status</i>	<b>Virgil Ochoa</b> <b>Craig Woods</b> <i>Members @ Dykema</i>
<b>2:45 PM</b>	<b>What to do When the Wire Hits!</b> <i>Managing the Wealth Gap Defining Financial Independence</i>	<b>Brett Miller</b> <i>Dental Leader @ CI PW</i>
<b>3:30 PM</b>	<b>EXIT at the TOP</b> <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>	<b>Kevin Cumbus</b> <i>President, M&amp;A @ TUSK</i>
<b>3:40 PM</b>	<b>CONCLUDING REMARKS</b>	<b>Brian Colao</b> <i>Director @ Dykema DSO Industry Group</i>