



EXECUTIVE SEMINAR

FEBRUARY 22, 8:30AM - 12:30PM - ORLANDO

GRAYROBINSON, 301 EAST PINE ST, SUITE 1400

Are you considering a sale or recapitalization of your company any time in the next three years? There's no better way to start than the world's foremost tech M&A conference, "Selling Up, Selling Out." This half-day tech M&A boot camp will describe how to achieve an optimal outcome and not be one of the deal disasters that befall most self-managed M&A efforts.

Agenda Highlights:

- Defining an Optimal Outcome
- Profiting From Preparation
- The New World of Buyers
- Company Valuation
- Positioning For Price
- Understanding Deal Structure
- Strategizing Negotiation
- Contracts, Contracts, etc.
- Due Diligence Landmines
- Mapping Your Integration

Having spent many long years building your company, invest a few short hours to learn how to handle the exit properly. It's so important. Attend the industry's definitive M&A conference, taught by the world's most experienced merger professionals. Since 1990, more tech owners, investors, buyers and executives have attended "Selling Up, Selling Out" than all other such conferences combined. Gain invaluable insights from the firm that has sold more privately held software and services firms than anyone in the world.

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Registration Fee: USD199 - Complimentary with VIP promo code *ORL2017SUSO*

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