

M&A

Mergers and Acquisitions



MERGERS, ACQUISITIONS & GROWTH SEMINAR

June 12, 2024

4:30 PM – 6:00 PM

60-minute presentation,
followed by light appetizers,
drinks & networking

held at:

Falcon National Bank
1010 W St. Germain St
St. Cloud, MN

What you will learn: Best practices, pitfalls to avoid, resources available

- Full understanding of the buy/sell process, and key factors to success
- How to create a win-win buyer/seller outcome
- Value of timing: market conditions, economic factors, and business cycle impacts
- How to prepare your company for sale to maximize value
- Funding options: seller financing, loan programs
- Role of management team, culture fit, and other HR considerations
- Case Study/illustration of success

Panel Presenters:

Hear from local experts who can help educate small businesses looking to grow, acquire or sell.



Steven Kutscheid
Attorney
Lathrop GPM



Scott Hislop
President/Owner
Transworld
Business Advisors



Aaron Traut
Principal
CliftonLarsonAllen



Mark Nettesheim
Chief Sales Officer
Falcon National
Bank



Natalie Peikrishvili
Investment Manager
Granite Partners



Meghan Woods-Lehrer
VP, Human Resources
Falcon National
Bank

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