

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

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

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

Reserve your seat today!

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Space is limited!
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 FalconNational.com/SBM
 or scan QR Code:

