

## Selling Your Business - The Process from Start to Finish | Buffalo, NY | March 21, 2023



### February 16, 2023 | **EVENTS**

Learn from our team as they walk you through real-world examples of the entire merger and acquisition process from valuation, buyer research and drafting of the offering materials, negotiation of key deal terms and execution of the definitive agreement, to closing and post-closing activity. Business owners who attendees will gain a deep understanding of the M&A process through the eyes of both the buyer and the seller including:

- Role of professional advisors in the M&A process.
- Timelines and roles of buyer and seller.
- Business valuation methods and their impact on negotiations.
- The importance of tax structures and benefits of each.
- The role of buyer research and industry specifications.
- What's required of offering material and key deal terms.
- Execution of definitive agreements.
- Deal closing and post-closing activity.

### **March 21, 2023**

**Presentation - 3:00 PM**

**Networking Reception - 4:00 PM**

**Lippes Mathias LLP**

**50 Fountain Plaza, 7th Floor**

**Buffalo, NY 14202**

[Click Here to Register](#)

#### **Presenters and Sponsors**

- Brisbane Consulting Group: [William Allen](#)
- Lippes Mathias: [Christian Lovelace](#)
- Lumsden McCormick: [Cheryl Jankowski](#)
- Paramax: [Adam Harris](#)
- Moderator: [Cory Van Deusen](#), Lumsden McCormick

#### **Event Information**

- Registration is required. There is no cost to attend.
- Upon registration, you will receive an email confirmation. We recommend checking your spam folder.
- **Attend in-person:** Lippes Mathias LLP, 50 Fountain Plaza, 7th Floor.
- Parking for Fountain Plaza can be found on the street or under the building. The entrance for parking under Fountain Plaza is on Pearl Street and is marked with a yellow All Pro parking sign. Additional parking can be found in the Augspurger Ramp located across Pearl Street. [Directions to Lippes Mathias LLP](#)
- **Attend virtually:** via Zoom webinar, registration link provided in email confirmation.

*Certified Public Accountants: You can earn 1.0 credit hour of CPE for in-person or live Zoom webinar. A CPE certificate will be emailed within 30 days. CPE is not issued for webinar recordings.*