



MIDMARKET DEAL MAKERS SYMPOSIUM

LEARN. CONNECT. INSPIRE.

JANUARY 9 - 12, 2024 | SLS SOUTH BEACH HOTEL

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Midmarket Deal Makers Symposium
MIAMI BEACH 2024

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WELCOME



Midmarket Deal Makers Symposium
MIAMI BEACH 2024

On behalf of our sponsors, we welcome you to the third annual Mid-Market Deal Makers Symposium, a place for active deal makers to learn, connect, inspire and be inspired. The Symposium is an intimate group of top dealmakers getting to know one another and learning from each other.

Over the past three years, we have welcomed A-List dealmakers from around the world including colleagues from the U.S. Canada and Europe. This year is no different. Though a global audience will gather this week, you will find the Symposium one of the most intimate networking experiences. We intentionally bring together middle and upper middle market CEOs, investors and professionals in finance, investment banking, commercial banking and law for networking, education, and fun. We've created this core community over time, and it's a pleasure to begin another calendar year refreshing friendships and seeing familiar faces. Thank you for being part of our fresh take on networking.

As always, we ask for your feedback and comments as we go along to continually improve. This year, we've hired Glatz Management Services (many of you know Chris and Katlyn) to help run the Symposium, so feel comfortable sharing your thoughts with them as they arise.

If you have any questions between now and the conference, please contact manager@dealsymposium.com or call 224-422-7764.

Your hosts,
Tom Goldblatt and Aaron Hammer



SYMPOSIUM AGENDA



Midmarket Deal Makers Symposium
MIAMI BEACH 2024

Tuesday, January 9

	Welcome to Miami!
9:00 - 5:00 PM	Pre-Conference Golf
7:00 - 9:00 PM	Welcome Reception at Hyde Beach <i>Kick off the symposium with a spectacular evening networking among an array of entertainment, neon lights, and fine cuisine. Enter Hyde Beach at the 17th Street Door</i>
9:00 - 11:30 PM	Late Night Networking in Lenny Kravitz Suite <i>Keep the party going like rock stars as we head upstairs for more cocktail mixing and mingling</i>



SYMPOSIUM AGENDA



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Wednesday, January 10 What's the Deal with Deals?

11:00 - 11:10 AM	Welcome and Today's Program Aaron Hammer and Tom Goldblatt
11:10 - 11:35 AM	Panel 1: "What's the Deal with M&A Deals?" M&A experts discuss the state of the acquisition markets. John Bintz, Valuation Research Corporation Tom Goldblatt, Ravinia Capital Teri Stratton, Hilco Corporate Finance Chris Towle, Gowling
11:35 - 11:45 AM	"What's the Deal with Rollovers" Jeffrey Hechtman, HMB Legal Counsel
11:45 - 12:10 PM	Panel 2: "What's the Deal in the Lending Markets?" Panel of leading experts on the state of the lending markets. Brandon Barr, CIBC Paul Schuldiner, Rosenthal & Rosenthal Terry O'Grady, Huntington Mark Owens, Barnes & Thornberg
12:10 - 1:05 PM	Lunch in Katsuya/Bar Centro
1:05 - 1:15 PM	"What is the Deal with Real Estate?" Matt Bordwin, Keen-Summit Capital Partners

Wednesday, January 10 What's the Deal with Deals?

	Panel 3: "What's the Deal with Workouts?" Panel of workout experts on the state of the insolvency market.
1:15 - 1:40 PM	David Cohen, Gowlings David Gozdecki, CIBC Harry Cendrowski, Cendrowski Corporate Advisors Federico Cuadra Del Carmen, Baker & McKenzie LLP
1:40 - 1:50 PM	"What's the Deal with Valuations Going into 2024" John Alfonsi, Cendrowski Corporate Advisors
1:50 - 2:15 PM	Panel 4: "What's the Deal with Bankruptcies" Panel of experts on new developments in federal bankruptcy proceedings Aaron Hammer, HMB Legal Counsel Jonathan Carson, Stretto Aaron Gavant, Barnes & Thornberg Jacen Dinoff, KCP Advisory
2:15 - 2:25 PM	Chef Peter Vauthy of RED South Beach
6:00 PM	First bus to RED South Beach Departs SLS
6:20 PM	Second bus to RED South Beach Departs SLS
6:30 - 7:30 PM	Cocktail Hour at RED South Beach
7:30 - 10:00 PM	Dinner at RED South Beach
10:00 PM - Midnight	Late Night Networking at RED South Beach Bar

RED SOUTH BEACH

Named Miami's Best Steakhouse and honored to secure a spot among America's Top 20 Steakhouses, as recognized by Forbes Magazine



SOUTH BEACH



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MIAMI BEACH 2024

Thursday, January 11 DealMaker University

11:00 - 11:10 AM	Welcome and Today's Program Aaron Hammer and Tom Goldblatt
11:10 - 11:40 AM	Panel 1: "The Art of the Deal" Leading dealmakers share insights into getting deals done Robert Wagstaff, Riveron Dan Arnold, Hilco Global Scott Sinclair, Sinclair Range Corporation Andy Simon, Oxford Restructuring Advisors
11:40 - 11:50 AM	"Relationship Banking: Does It Still Exist?" Jeff Michalczyk, CIBC
11:50 - 12:20 PM	Entrepreneurship 101 with Marc Bell, Marc Bell Capital
12:20 - 1:20 PM	Lunch in Katsuya/Bar Centro

Thursday, January 11 DealMaker University

1:20 - 1:50 PM	Macroeconomics Today with Jack Ablin, Cresset Capital
1:50 - 2:00 PM	"Speed Bumps on the Exit Ramp" Dan DeChesaro, Polsinelli
2:00 - 2:30 PM	Lessons in Political Dealmaking with Harley Lippman, CEO Genesis 10
6:00 - 7:15 PM	Closing Reception at Clyde Pool
7:15 - 10:00 PM	El Cielo Dinner at Clyde
10:00 PM - Midnight	Late Night Networking in Lenny Kravitz Suite

FEATURED SPEAKERS



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Jack Ablin

As Chief Investment Officer, Jack Ablin is the leader of Cresset's investment strategy and provides investment policy and philosophy guidelines to the firm's advisor teams and clients. He has been named RIA Intel's "CIO of the Year" for 2022. Jack joined the organization in 2018 and has three decades of experience in money management.



Marc Bell

Founder of Marc Bell Capital and Terran Orbital and one of the largest entrepreneurs in space today. Two Time Tony Award winner for Grammy Award winning Jersey Boys and Pulitzer Prize winning August: Osage County. Co-Founder of Armour Residential REIT, a \$10 billion mortgage REIT. Marc sits on New York University and NYU Langone Hospital Board of Trustees.



Harley Lippman

Harley Lippman is the CEO and Founder of Genesis10, an IT consulting and staffing company since 1999. By focusing on bottom-line results rather than the process itself, Harley's business approach has parallels to him creating value for policymakers. To this end, Harley has been recognized by Forbes as "a great example of 'soft power' in Washington. He is one of the few people who maintain a good relationship with both sides of the aisle and has a reputation for being highly effective."

EL CIELO

Enjoy a Michelin Star tasting menu, offering modern signature cuisine with the same creative and innovative style of chef Juan Manuel Barrientos, inspired by Colombian ancestral roots, but using avant-garde cooking techniques and neuroscience to surprise diners

This whimsical experience will feature unique dishes such as truffle buñelos and smoked wagyu nigiri. Dinner will be held in the Clyde Room overlooking the SLS pool. Attendees are welcome to cocktails and appetizers prior to dinner at the pool



Midmarket Deal Makers Symposium
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6-7 pm

Cocktails

7-9:30 pm

Dinner

9:30-11:30 pm

After Party



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MID-MARKET
DEAL
MAKERS
SYMPOSIUM

Miami Beach • January 9-12, 2024

Friday, January 12

Conference concludes

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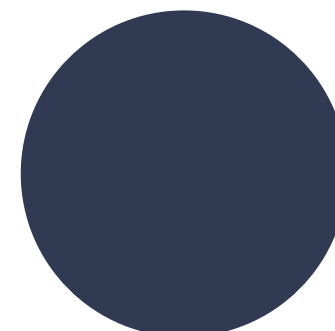
Jack Ablin, Founding Partner and Chief Investment Officer | Cresset

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Amiel Aviman, Founder & Co Chairman | Genesis Business Humanity Club

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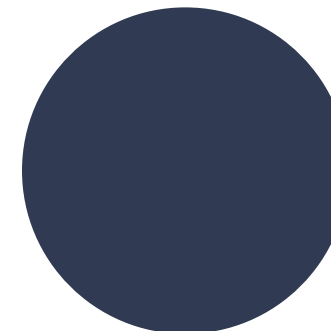
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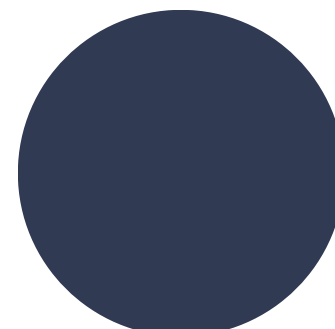
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