CERTIFIED MERGER & ACQUISITION ADVISOR®

Instructors

Mike Adhikari, MBA, MSEE, MSME, CBI, CM&AA

Mike is the owner of Illinois Corporate Investments, Inc. providing M&A intermediary services since 1986. He is the past president of MBBI (Midwest Business Brokers and Intermediaries Association), an organization of 250 M&A advisors. Since 1994, Mike has been teaching Mergers & Acquisitions, as a guest speaker, in the Entrepreneurial Finance class of the MBA program at the Kellogg Business School of the Northwestern University. In 2000, the Wall Street Journal and U.S. Congress used Mike's valuation analysis to help reinstate the installment sales tax provision.

Darrell Arne, CPA, ASA, CBI, CM&AA

Darrell Arne began his professional career in public accounting in 1970 with a local CPA firm in Rockford, Illinois, which later merged into McGladrey Hendrickson, CPAs. He then joined Peat Marwick Mitchell, CPAs, and was later transferred to their Albuquerque Office.

In 1983, Darrell formed his own CPA practice, with emphasis on business valuation; by 1992, he had earned the Accredited Senior Appraiser (ASA) designation in business valuation. He then earned the Certified Business Intermediary (CBI) designation in 1995, and Certified Merger & Acquisition Advisor (CM&AA) designation in 2008.

He discontinued practicing in public accounting in 1994 when he formed Arne & Co., specializing in exit strategy planning for business owners, business valuations, business acquisitions & sales, business dispute mediation, part-time CFO services, and developer of business training seminars.

Christian W. Blees, CPA, CM&AA

Chris began his career with BiggsKofford in 1994 after graduating magna cum laude from Western State College of Colorado with a degree in Accounting. Chris made Partner at BiggsKofford after only 6 years with the Firm, at the age of 28. Today, Chris plays a key role by directing several sectors of BiggsKofford's business including the Firm's merger, acquisition and sales practice. As a result, the Firm has become a leader in this sector throughout the Front-Range of Colorado, as demonstrated by Chris' involvement in over 200 merger, acquisition, or sale transactions in just the last 6 years. His commitment to the acquisition and sale aspect is personified by his completion of

David Cohn, CM&AA

David Cohn is a Managing Director and Chief Administrative Officer of Diamond Capital Partners. After 40 years as a business owner and an investment banker, it is easy for Mr. Cohn to step into a client's shoes. Cohn's brings a concentration of many completed deals in manufacturing, distribution, aerospace, and engineered plastics. David has co-founded two previous Investment Banking Firms, along with operating an investment banking division for City National Bank based in Beverly Hills in the late 90's,

Cohn has served on several corporate boards, including a Midwest Regional Bank, a 600-bed hospital, and two major professional organizations, which include the Association for Corporate Growth ("ACG"), and the Association of Merger and Acquisition Advisors ("AMAA"), where he currently serves. He is a graduate of Washington University School of Business. He currently serves on the CM&AA faculty which delivers M & A certification classes at DePaul University in Chicago, and Pepperdine University, and is on the speaking roster for the California CPA Education Foundation. He is certified by FINRA as General Securities Principal and Representative.

Champ W. Davis III, CM&AA

Mr. Davis has significant experience providing investment banking services to clients in a wide variety of manufacturing, distribution and service industries. His clients have ranged from closely held private companies to large cap publicly-traded corporations. Mr. Davis has advised clients on mergers & acquisitions, financial restructurings and private placements of debt and equity. In addition, he has advised clients on structuring and financing ESOPs, recapitalizations, leveraged buyouts, management buyouts, going-private transactions and has provided complex financial analysis for the rendering of fairness and solvency opinions.

Mr. Davis has authored and co-authored numerous investment banking presentations to both professional and industry associations. Recent presentations include *Accurately Valuing the Target Company's Worth*, presented to The 2nd Annual Metals Industry Mergers & Acquisitions Forum – Doing the Right Deal at the Right Time, *Understanding Transactions from a Seller's Perspective*, presented to The Fifth Auto Parts Industry Mergers & Acquisitions Institute and *Selling a Troubled Company: Issues and Techniques* presented to the Executive Institute.

Kenneth H. Marks, CM&AA

Mr. Marks is the Principal and Managing Partner of High Rock Partners, Inc. and was most recently the President of JPS Communications, Inc., a fast growth technology subsidiary of the Raytheon Company. He has been involved as management, advisor or board member with over a dozen emerging growth and middle market companies ranging from a venture backed software startup to a middle-market insurance services provider.

Mr. Marks was a Director of a North Carolina based regional investment bank focused on raising capital for emerging growth companies. Prior to that position, he was the President of a small publicly traded company and President and CEO of an electronics manufacturer he founded and grew to $20 million in revenue. He was a member of the Young Presidents Organization (YPO); the founding YPO Sponsor of the Young Entrepreneurs Organization (YEO) in the Research Triangle Park, North Carolina Chapter; a member of the Council for Entrepreneurial Development, a member of the Association for Corporate Growth, and a member of the board of directors of the North Carolina Technology Association.

Michael Roberts, JD, CPA

Michael S. Roberts is a corporate attorney and one of the founders of the law firm of Connelly Roberts & McGivney LLC in Chicago, Illinois. He is also a certified public accountant. Mr. Roberts has extensive experience in corporate and securities transactions, mergers and acquisitions, venture capital and other financing transactions, and international outsourcing deals. He has represented private and public companies, entrepreneurs, private equity funds, software, technology, manufacturing and retail companies in a wide variety of transactions, including mergers, acquisitions, dispositions, joint ventures, private placements of debt and equity and financings. Mr. Roberts obtained an undergraduate degree in accounting from Northern Illinois University and received his law degree from the DePaul College of Law in 1987. Mr. Roberts is a frequent guest speaker on topics involving corporate transactions.

Rob Slee, CM&AA

Rob Slee is a business owner, author and speaker on the topic of private capital markets. He has owned equity stakes in more than a dozen mid-sized businesses. Rob has also managed a middle-market investment banking firm for 20 years. These experiences led him to write the pioneering work Private Capital Markets™, which launched the study of Private Finance as a research and practice discipline. His book Midas Managers™ shows how highly successful business owners have created tremendous value into their mid-sized businesses. Rob's latest book, Midas Marketing™, shows how Midas Managers have used value architecture to meet their goal of financial independence. He is widely published, having authored more than 150 articles on private finance topics. Rob is a Phi Beta Kappa graduate of Miami University. He holds a Master's degree from the University of Chicago and an MBA degree from Case Western Reserve University.