

Conference Agenda	
7:30 am to 8:15 am	Continental Breakfast & Networking
8:15 am to 8:30 am	Welcome
8:30 am to 10:00 am	Getting The Owner Conversation Started: An Interactive Workshop Kick-Off Presenter: Richard C. Kimball, The Bigelow Company
10:00 am to 10:15 am	Break
10:15 am to 11:15 am	Breakout A: Engage the Business Owner (Choose one session) Is There an 800-Pound Guerilla Your Client Cannot See? Lawrence A. Girouard, The Business Avionix Company and Marty W. Croyle, Croyle & Associates Leveraging Social Networks: Growing The Business Joselin Mane, LITBeL Consulting/BostonTweetUp.com and Michael Durwin, Engine East Succession: An Owner's Story of Buying, Owning and Selling Kevin Kennedy, Beacon Exit Planning
11:15 am to 11:30 am	Break
11:30 am to 12:30 pm	Breakout B: More Exit Planning Education (Choose one session) True Stories And Lessons Learned from the Exit Trail in Texas Joan Ridley, Business Wealth Solutions The Art Before the Deal Brian Layton and Raymond N. Wareham, Bernstein Global Wealth Management Maximizing Value in the Sale of a Business Kenneth F. Stern, Synxronos
12:30 pm to 1:45 pm	In Search of the Midas Touch Lunch & Keynote Address: Robert Slee, MidasNation
1:45 pm to 2:00 pm	Break
2:00 pm to 3:00 pm	Breakout C: Execute Wisely! (Choose one session) Size Doesn't Matter, But Positioning Does! Janey Bishoff, Bishoff Communications Optimizing Your Board of Advisors Stephen Wilchins, Seegel Lipshutz & Wilchins LLP ESOPs As Ownership Transition Vehicles Chris M. Mellen, Delphi Valuation Advisors and Robert W. Edwards, Steiker, Fischer, Edwards & Greenapple, P.C., and its affiliate, SES Advisors, Inc.
3:00 pm to 3:15 pm	Break
3:15 pm to 4:15 pm	The Business Owner's Challenges In Uncertain Times Afternoon Keynote Address: Kevin Mulvaney, Babson College
4:15 pm to 4:30 pm	Wrap Up
4:30 pm to 5:30 pm	Networking Reception

