

# GGI Pan-American Regional Conference 2019 Practice Group Meeting

## “Take a Walk on the Buy Side”

Facilitated by Lee Lloyd of J.Lee Lloyd, LLC and Robert Thompson of Ward Hadaway

## **Panel A – Target Identification, Target Approach, Preliminary Valuation and Structure, Bidding Strategy, Negotiation and Execution of LOI**

- David Surprenant – Mirick, O’Connell, DeMallie & Lougee, LLP
- Greg Gartner – Moodys Gartner Tax Law LLP
- Brian Marita – Ciuni & Panichi, Inc. CPA
- Rajesh Kothari – Cascade Partners
- Brendan Kiernan – Mirus Capital Advisors, Inc

## **Panel B – Post-LOI – Due Diligence, Financing, Merger/Purchase Agreement, Ancillary Matters and Documents, Post-Closing Adjustment Claims**

- Susan Young – Brooks Pierce McLendon Humphrey & Leonard LLP
- Harvey Sorensen – Foulston Siefkin LLP
- Kanish Thevarasa – Kanish & Partners, Chartered Accountants
- David Rodriguez – Richards Rodriguez & Skeith LLP
- Matthew Roberson – SC&H Capital

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