

The Art of M&A® Deal Lifecycle

April 16-18, 2024 / Gaylord Texan Resort, Dallas, TX - All times shown are U.S. Central Time Zone



	April 16, 2024	April 17, 2024	April 18, 2024
TIME	Tuesday	Wednesday	Thursday
8:00 - 8:30 AM	<i>Light Breakfast, Coffee & Networking</i>	<i>Light Breakfast, Coffee & Networking</i>	<i>Light Breakfast, Coffee & Networking</i>
8:30 - 10:00 AM	<p>Welcome, Presenter Introductions, Housekeeping Presentation #1-1: Value Driven Lifecycle</p> <p>Presentation #1-2: Phases 1 & 2: Strategy & Targeting</p>	<p>Welcome <i>Application Exercise #2-1: CX/EX Engagement Exercise</i> <i>Peer-to-Peer Discussion/Problem-Solving Exercise</i></p> <p>Presentation #2-1: Financial Diligence: Income Statement & Balance Sheet</p>	<p>Welcome Presentation #3-1: Change Management Considerations</p> <p>Presentation #3-2: Phase 5: Transaction Execution & Closing Preparation</p>
10:00 - 10:30 AM	<i>Morning Break</i>	<i>Morning Break</i>	<i>Morning Break</i>
10:30 - 12:00 PM	<p><i>Application Exercise #1-1: Strategic Fit/Deal Type Case Study</i> <i>Peer-to-Peer Discussion/Problem-Solving Exercise</i></p> <p>Presentation #1-3: The Diligence Mindset / Phases 3 & 4: Preliminary & Confirmatory Diligence</p>	<p>Presentation #2-2: The "Soft Stuff" - People and Culture Considerations (Target Identification, Due Diligence, & Risk)</p> <p><i>Application Exercise #2-2: People & Culture Matters - Case Studies</i> <i>Peer-to-Peer Discussion/Problem-Solving Exercise</i></p>	<p>Presentation #3-3: Phase 6: Pre-Close Managing the Integration Effort (Part 2)</p> <p><i>Application Exercise #3-1: Phase 6: Pre-Close Integration Table-Top Exercise (ArmChair IMO Part 2)</i> <i>Peer-to-Peer Discussion/Problem-Solving Exercise</i></p>
12:00 - 1:00 PM	<i>Lunch</i>	<i>Lunch</i>	<i>Lunch</i>
1:00 - 2:30 PM	<p>Presentation #1-4: Application of the Diligence Principles / Managing the Diligence Effort</p> <p><i>Application Exercise #1-2a: Application of the Diligence Principles Exercise</i> <i>Peer-to-Peer Discussion/Problem-Solving Exercise</i></p>	<p>Presentation #2-3: Phase 6: Pre-Close Integration Planning / Managing The Integration Effort (Part 1)</p> <p><i>Application Exercise #2-3: Pre-Close Integration Planning Efforts (ArmChair IMO Part 1)</i> <i>Peer-to-Peer Discussion/Problem-Solving Exercise</i></p>	<p>Presentation #3-4: Phase 7: Post-Close Planning & Execution</p> <p><i>Application Exercise #3-2: Phase 7: Post-Close Integration Table-Top Exercise</i> <i>Peer-to-Peer Discussion/Problem-Solving Exercise</i></p>
2:30 - 3:00 PM	<i>Afternoon Break</i>	<i>Afternoon Break</i>	<i>Afternoon Break</i>
3:00 - 4:30 PM	<p><i>Application Exercise #1-2b: Application of the Diligence Principles Exercise - con'd</i> <i>Working Team Readouts</i></p> <p>Presentation #1-5: Financial Diligence: Quality of Earnings, Working Capital</p>	<p>Presentation #2-4: IT/Cybersecurity In Diligence & Integration</p> <p><i>Application Exercise #2-4: IT/Cybersecurity Issues In Diligence & Integration</i> <i>Peer-to-Peer Discussion/Problem-Solving Exercise</i></p>	<p>Presentation #3-5: Phase 8: Long-Term Value Creation</p> <p>FEATURED CLOSING KEYNOTE PRESENTATION: "Risk Readiness and Cyber: Managing Cyber Risks Before, During & After Transactions"</p>
4:30 - 5:30 PM	<p><i>Evening Break / Office Hours</i></p> <p>This is Your Time: Catch-up on emails / action-items from your day-to-day responsibilities; or join a private sounding board session with event presenters, partners or staff</p>	<p><i>Evening Break / Office Hours</i></p> <p>This is Your Time: Catch-up on emails / action-items from your day-to-day responsibilities; or join a private sounding board session with event presenters, partners or staff</p>	<p><i>Open Discussion with Cyber Defense Labs</i></p> <p><i>Open Discussion with Event Presenters</i></p>
5:30 - 7:30 PM	<p>Tuesday Reception/Roundtable: Complimentary hors d'oeuvres and adult beverages will be served during casual roundtable discussions with the presenters, centered around topics chosen/submitted by attendees.</p>	<p>Wednesday Reception/Roundtable: Complimentary hors d'oeuvres and adult beverages will be served during casual roundtable discussions with the presenters, centered around topics chosen/submitted by attendees.</p>	<div style="background-color: #0056b3; color: white; padding: 10px; display: inline-block; font-weight: bold;">REGISTER</div>