

**Thursday, September 13, 2018**

7:30am - 9:30am CST

Rolling Green Country Club - 2525 E Rand Road, Arlington Heights, IL 60004

## Selected Topics in Sell-Side M&A

One of the primary methods of exiting a business is the sale of company to an unrelated third-party buyer. The sale process can be daunting without an understanding of the mechanics, logistics, and strategy considerations. Come learn from seasoned M&A professionals about certain key aspects of selling a privately held company, with an emphasis on the role of the seller's board of directors.



**Moderator**

**Jonathan Friedland**  
Partner,  
Sugar Felsenthal Grais  
& Helsinger LLP



**Panelist**

**Jonathan Brand**  
Vice President of Corporate  
Legal Affairs, Transworld  
Systems Inc. (TSI)



**Panelist**

**Karen Harris**  
Partner,  
Saul Ewing Arnstein  
& Lehr LLP



**Panelist**

**Larry Sanderman**  
Vice President,  
Buy Side Services with  
Sun Acquisitions, LLC

## Upcoming Events

DATE	TIME	EVENT	LOCATION
Wednesday, September 26, 2018	5:00 - 7:30pm	Monthly Meeting - "The 3P's of a Sale: Preparation, Process, and Post Sale"	The Library - 190 S. LaSalle St.
Wednesday, October 3, 2018	7:30am - 9:30am	Breakfast - "How Strategic Planning - and the Board's Role in Strategy Oversight - Has Changed"	Rolling Green Country Club
Wednesday, October 17, 2018	5:00 - 7:30pm	Monthly Meeting	Grant Thornton
Wednesday, November 7, 2018	7:00am - 9:00am	Breakfast - "The Evolving Board: Importance of Committees"	TBA
Wednesday, November 14, 2018	5:00 - 7:30pm	Monthly Meeting	Northern Trust

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**Moderator: Jonathan Friedland** | Partner, Sugar Felsenthal Grais & Helsinger LLP

Jonathan Friedland is a partner with Sugar Felsenthal Grais & Helsinger LLP. Jonathan represents closely-held businesses and their principals, private equity funds and others with their corporate and transactional business needs and significant commercial relationships. Jonathan also has extensive experience in guiding companies and their constituents through a variety of challenging situations, including in Chapter 11. He also

represents asset-based lenders, with a focus on specialty lenders, in structuring and enforcing their loans. In addition to practicing law, Jonathan is the founder and chairman of DailyDAC, LLC, d/b/a Financial Poise,™ an online provider of continuing education, information, and business intelligence for business owners, investors, and their respective trusted advisors.



**Moderator: Jonathan Brand** | Vice President of Corporate Legal Affairs, Transworld Systems Inc. (TSI)

Jonathan Brand is Vice President of Corporate Legal Affairs for Transworld Systems Inc. (TSI), a portfolio company of Clearlake Capital and Platinum Equity. TSI is a financial services company providing technology-based business process outsourcing, account receivable management solutions, and student loan servicing to improve the financial lives of businesses, institutions, and consumers. Jonathan joined TSI in 2015 and is the go-to transactional lawyer for TSI and its subsidiaries. He advises senior executives and business leaders on a full range of legal issues, including M&A transactions,

complex litigation, compliance related matters, commercial and government contracting, real estate, data security, intellectual property, and labor and employment matters. Prior to TSI, Jonathan was an insolvency lawyer and represented clients in commercial restructuring, bankruptcy, and complex litigation. Jonathan also served as a staff law clerk for the Bankruptcy Court for the Northern District of Illinois and law clerk to the Honorable John S. Dalis (ret.) of the Bankruptcy Court for the Southern District of Georgia. Jonathan is licensed to practice law in Illinois and Florida.



**Moderator: Karen Harris** | Partner, Saul Ewing Arnstein & Lehr LLP

Karen Harris, a partner at Saul Ewing Arnstein & Lehr LLP, focuses her practice on transactional and regulatory health care law on behalf of all types of health care providers and entities, including hospital systems, physicians, IPAs, ambulatory surgical centers and other health care professionals, managed care companies, pharmaceutical companies, and HMOs. She has experience in drafting physician employment agreements, asset and stock purchase agreements, management services agreements and other contracts, as

well as advising clients on healthcare regulatory issues, such as corporate practice of medicine, Medicare and Medicaid fraud and abuse, Stark, HIPAA, fee-splitting, antitrust, certificate of need, national practitioner data bank and patient rights, health care compliance programs, and reproductive law. She is also experienced in states' medical marijuana laws and has assisted clients in obtaining licensure, as well as advising on compliance issues. Karen previously served as regional general counsel at Aetna U.S. Healthcare, Inc.



**Moderator: Larry Sanderman** | Vice President, Buy Side Services with Sun Acquisitions, LLC

Larry Sanderman, a seasoned M&A professional, is Vice President of Buy Side Services with Sun Acquisitions, LLC. He has experience across a breadth of industries including financial services, industrials, services, specialty chemicals and technology. Prior to Sun Acquisitions, Larry held Executive Corporate Development positions at both Cabot Microelectronics and GE Capital. His closed transactions have totaled \$1.7 billion of acquisitions and \$750 million of divestitures. Larry's 18 years of deal expertise span across the full cycle of M&A including strategy, deal

sourcing, due diligence, management presentations, contract negotiations and integration. Prior to his Corporate Development roles, Larry devoted over ten years to a variety of financial roles. Larry began his career in public accounting at Coopers & Lybrand. After public accounting, Larry worked at both Household International and GE Capital in accounting and finance positions and executed over \$2 billion in asset securitizations. Larry earned a Bachelor's degree in Accountancy from the University of Illinois and an MBA from the University of Chicago.