

Wednesday, September 26, 2018

5:00pm - 7:30pm

The Library - US Bank Building, 190 S. LaSalle, Chicago, IL 60603

The 3P's of a Sale: Preparation, Process, and Post Sale

Hosted by US Bank Private Wealth Management and BDO



Moderator

Gerald Rixie

Vice President,
Private Wealth Consultant,
U.S. Bank



Panelist

Timothy Ozark

Chairman and CEO,
Aim Financial & TKO
Finance Corporation



Panelist

George Cook

Vice Chair,
MacLean-Fogg



Panelist

Samira Salman

Founder and CEO,
Salman Solutions



Panelist

Mitch Radar

CEO, DMI

Upcoming Events

DATE	TIME	EVENT	LOCATION
Wednesday, October 17, 2018	5:00 - 7:30pm	Director Insights: Improving Your Company's Odds of a Successful Acquisition	Grant Thornton
Wednesday, November 14, 2018	5:00 - 7:30pm	How Boards Make the Most of Family Councils	Northern Trust

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Moderator: Gerald Rixie | Vice President, Private Wealth Consultant, U.S. Bank

Jerry is a V.P. and Private Wealth Consultant for U.S. Bank Private Wealth Management. Jerry's expertise encompasses working with high net worth clients, including corporate executives, business owners and multigenerational families. Prior to joining U.S. Bank, he served as Senior Vice President and Chief Financial Officer of Calamos Family Partners. His unique corporate finance and family office background allows Jerry to bring vast experience to entrepreneurs and business owners. He started his career at Ernst & Young in

Entrepreneurial Services, passed the CPA exam and progressed to various senior corporate finance roles. Jerry serves on the Board of Advisors for Catholic Charities which includes involvement in the investment committee and fundraising. Jerry is a certified financial planner, earned his bachelors degree in accounting at Michigan State University and his MBA from DePaul University. Jerry resides in Naperville Illinois with his wife, Cate, and they have three adult children.



Panelist: Timothy Ozark | Chairman and CEO, Aim Financial & TKO Finance Corporation

Throughout Tim Ozark's career he has held the titles of Salesman, President, Chief Executive Officer, Chairman, Director and Owner. Since 1992, Tim founded both TKO Finance Corporation, a lender to leasing and financial services companies, and Aim Financial Corporation located in Chicago, specializing in mezzanine loans to privately held companies, where he serves as Chairman and CEO. Over the past 40 years, Tim has owned seven different operating companies, five of these companies being sold. Tim also participated in a sale as Director of a privately held manufacturing company in April 2018, to a private equity firm. His experiences range from finance, leasing, lending,

manufacturing, food processing, real estate, and retail sales. Tim has had the opportunity to be a director for a number of privately held companies, non for profit (University of Chicago Medical Center Trustee), and currently a publicly traded bank holding company (1st Source Corporation), where he serves as Lead Director. Tim is a Life Trustee, for The University of Chicago Medicine and Biological Sciences and Pritzker School of Medicine. He also is a member of the World President's Organization, a former member of Young Presidents Organization, and serves on the Chicago Committee of the United States Marine Corps Scholarship Foundation.



Panelist: George Cook | Vice Chair, MacLean-Fogg

George Cook serves as Vice Chair for the MacLean – Fogg Company. Mr. Cook was previously the company's VP of Finance and Chief Financial Officer for over 24 years. In this role Mr. Cook has been engaged in over 45 buy/sell transactions. Prior to him joining MacLean-Fogg, he served as Senior Vice President and Chief Financial Officer of Boulevard Bancorp, Inc. and also held Executive Finance positions at CR Industries. Mr. Cook has served on numerous

boards of directors, including Condell Hospital, Maynard Manufacturing, Qualis Automotive, Jameson, Inc, Presswerk Krefeld, Tramec LLC, Coda Jame Investors. George is also a past president of the Chicago Chapter of Financial Executives International. Mr. Cook graduated from Southern Illinois University in Finance and Accounting and earned his MBA and Master of Taxation from Northern Illinois University.



Panelist: Samira Salman | Found and CEO, Salman Solutions

Samira Salman is Founder and Chief Executive Officer of Salman Solutions. Since founding the company in 2008, she developed the firm's proprietary business-growth methodology and has executed numerous global deals in a variety of asset classes including luxury and consumer goods, lifestyle brands, consumer tech, sustainable tech, and energy. Samira's training as a mergers and acquisitions tax attorney, formerly in-house at Shell Oil Company and Vice-Chair of an ABA committee, provides the structural and technical detail of

transactions that dealmakers need in today's dynamic business climate. She is an active leader in the women's leadership development and entrepreneurship ecosystem, serves in a management role as the COO of a single-family office, and is a member of several foundation and community boards. Samira has worked with notable organizations including JP Morgan, Fidelity, Stonehenge Capital, Shell Oil Company, KPMG, Deloitte, The Bush Foundation, The American Bar Association, Institutional Investor, and the United Nations.



Panelist: Mitch Radar | CEO, DMI

Mitch Rader is currently the CEO of DMI a technology platform that incorporates IoT sensor data combined with scanning into a robust SaaS platform for data visibility, analytics and compliance. Prior to joining DMI, Mitch has held Executive Roles as CEO of ArrowStream; SVP of Lineage Logistics.; and CEO at CDC, LLC. In 2016 Mitch led the successful sale of CDC to Lineage Logistics. Prior to these

positions, Mitch has held Executive Positions at Red Gold, Lime-O-Sol, and RHM Industrial Specialty Foods, Inc. He started his career with KPMG Peat Marwick, obtained his CPA, and graduated from Ball State University with a BS in accounting. Mitch resides in Barrington, Illinois with his wife Diane. They have three children and when not working, Mitch enjoys playing golf and traveling with his family.