



BUSINESS
TRANSITIONS
FORUM

NOV 8, 2017
WESTIN CALGARY

UNDERSTANDING THE BENEFITS AND COSTS OF AN ADVISORY TEAM

MODERATOR

Dave Mason, Director, Senior Private Wealth Manager, UBS Bank (Canada)

PANEL

Larry Benke, Former President & CEO, Colt Companies and Former MD, WorleyParsons Canada

Axel Christiansen, Vice President, Mergers & Acquisitions,
Renaissance Mergers & Acquisitions Inc.

Adam Mallon, Director, Transaction Advisory Services, BDO Canada LLP

Troy Pearce, COO, Mosaic Capital Corporation



**BUSINESS
TRANSITIONS
FORUM**

**NOV 8, 2017
WESTIN CALGARY**



Axel Christiansen

Vice President, Mergers & Acquisitions,
Renaissance Mergers & Acquisitions Inc.
axel@renma.ca | (604) 629-9605



Larry Benke

Former President & CEO, Colt Companies
and Former MD, WorleyParsons Canada



Adam Mallon

Director, Transaction Advisory
Services, BDO Canada LLP
amallon@bdo.ca | (780) 643-6192



Troy Pearce

COO, Mosaic Capital Corporation
TPearce@mosaiccapitalcorp.com |
(403) 218.6500



Dave Mason

Director, Senior Private Wealth Manager
UBS Bank (Canada)
dave.mason@ubs.com | (604) 331-4562



BUSINESS
TRANSITIONS
FORUM

NOV 8, 2017
WESTIN CALGARY

Your current Lawyer(s)

Business Lawyers

Estate Lawyers

Tax Lawyers

M & A Advisors

PENSION PLAN SPECIALIST

H.R. Advisor

Psychologist/Psychiatrist/Therapist

Who Should Be On Your Exit Team?

...and what is their role?

Your current Finance team

Accountants – Audit Specialists

Investment Bankers

Business Broker

ACCOUNTANTS – TAX SPECIALISTS

Financial Advisor

Banker – Loan Officer

Accountants – Valuation Specialists (CBV)

Insurance Professional



BUSINESS
TRANSITIONS
FORUM

NOV 8, 2017
WESTIN CALGARY

Who Is In Charge Of The Process?



BUSINESS
TRANSITIONS
FORUM

NOV 8, 2017
WESTIN CALGARY

How Do You Find The Right Advisors?



BUSINESS
TRANSITIONS
FORUM

NOV 8, 2017
WESTIN CALGARY

What Questions Should You Ask When Screening Advisors?



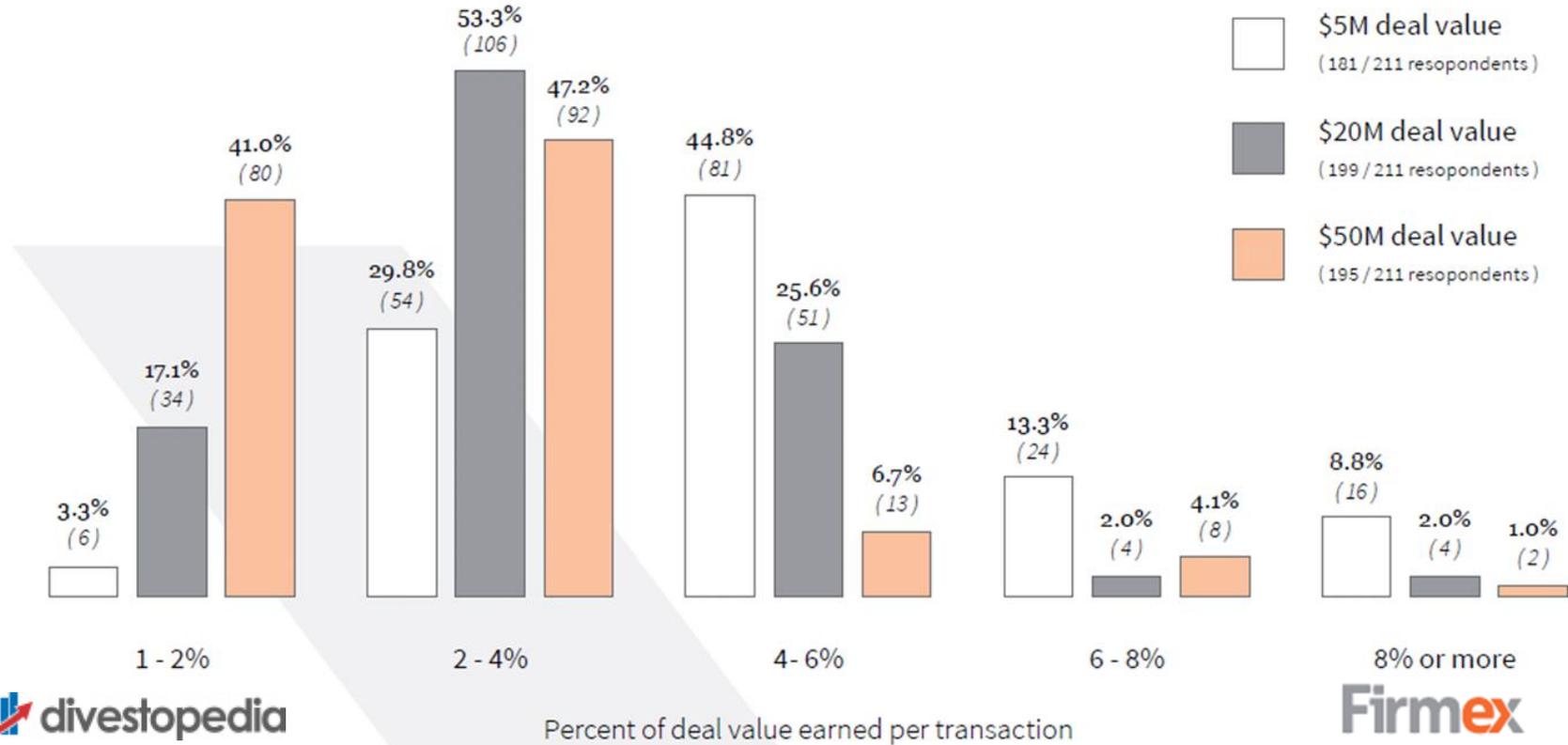
BUSINESS
TRANSITIONS
FORUM

NOV 8, 2017
WESTIN CALGARY

How Much Is This Going To Cost?



Advisory Fee Earnings vs. Deal Size



Avg. Advisory Earnings by Deal Value

\$225K on a \$5M Deal

\$665K on a \$20M Deal

\$1.3M on a \$50M Deal



BUSINESS
TRANSITIONS
FORUM

NOV 8, 2017
WESTIN CALGARY

WAR STORIES





BUSINESS
TRANSITIONS
FORUM

NOV 8, 2017
WESTIN CALGARY

Horror Stories



BUSINESS
TRANSITIONS
FORUM

NOV 8, 2017
WESTIN CALGARY

Questions For The Panel?



BUSINESS
TRANSITIONS
FORUM

NOV 8, 2017
WESTIN CALGARY



Axel Christiansen

Vice President, Mergers & Acquisitions,
Renaissance Mergers & Acquisitions Inc.
axel@renma.ca | (604) 629-9605



Larry Benke

Former President & CEO, Colt Companies
and Former MD, WorleyParsons Canada



Adam Mallon

Director, Transaction Advisory
Services, BDO Canada LLP
amallon@bdo.ca | (780) 643-6192



Troy Pearce

COO, Mosaic Capital Corporation
TPearce@mosaiccapitalcorp.com |
(403) 218.6500



Dave Mason

Director, Senior Private Wealth Manager
UBS Bank (Canada)
dave.mason@ubs.com | (604) 331-4562



BUSINESS
TRANSITIONS
FORUM

NOV 8, 2017
WESTIN CALGARY

UNDERSTANDING THE BENEFITS AND COSTS OF AN ADVISORY TEAM

MODERATOR

Dave Mason, Director, Senior Private Wealth Manager, UBS Bank (Canada)

PANEL

Larry Benke, Former President & CEO, Colt Companies and Former MD, WorleyParsons Canada

Axel Christiansen, Vice President, Mergers & Acquisitions,
Renaissance Mergers & Acquisitions Inc.

Adam Mallon, Director, Transaction Advisory Services, BDO Canada LLP

Troy Pearce, COO, Mosaic Capital Corporation