



Bluestem Resources

*“Using The M&A Source
Expo to Your Advantage”*

Presented By
Rob Firestone, M&AMI, CBI



Bluestem Resources

Presentation Materials:

- Industry
- Revenues & Earnings
- Growth Opportunities
- Organizational Structure
- Management
- Motivation of Sale



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Research the Attendees:

- Acquire Attendee List from HQ
- Create Spreadsheet
- Review M&A Source Lynx
- Peruse PEG Websites



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Matching Opportunities:

- Acquisition Criteria
 - Presentation vs. Sell
- Investment Portfolio
 - Changes
- Team Resume*
 - *Key Strategy**



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Spreadsheet :

- Expo Contact Mgmt. Tool
- Tier Targeting (Identified)
 - 1st – Criteria, Platform, Economies, Synergies
 - 2nd – Team Resume plus one
 - 3rd - Others



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Leveraging PEG Relationships:

- Utilize Knowledge of PEG Interest
 - Introduce PEG as Possible Acquirer – Conversion Opportunity
 - Finder for PEG



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Never Forget WHY the PEG Exists:

- Acquire an Asset
- Grow the Value
- Sell the Asset
- Deliver Return to Investors