

TWO GREAT CONFERENCES. ONE PHENOMENAL EXPERIENCE.

IBBA ANNUAL CONFERENCE

MAY 9-12, 2019

M&A SOURCE SPRING CONFERENCE

MAY 12-15, 2019



THURSDAY MAY 9TH (IBBA ONLY EVENTS | PRE CONFERENCE)

8:00am - 5:00pm **IBBA Course #301: Introduction to Mergers & Acquisitions**

8:00am - 4:00pm **CBI Reinstatement, Fast Track & Refresher Programs**

8:00am - 5:00pm **IBBA Canada Meeting + Training**

10:00am - 4:00pm **IBBA Board of Governors Meeting**

5:30pm - 7:00pm **IBBA Conference Kick Off Reception** *sponsored by*



FRIDAY MAY 10TH (IBBA CONFERENCE)

7:00am - 8:15am **Breakfast with Main Street Exhibitors**

8:15am - 9:45am **Opening Ceremony + Keynote session | Get Ready to Get Disrupted**

10:00am - 11:30am **Workshop Sessions**

11:30am - 12:30pm **Main Street Marketplace Exhibition**

12:30pm - 1:30pm **Lunch Program**

1:30pm - 3:00pm **Workshop Sessions**

3:00pm - 5:00pm **Mastermind Sessions**

5:30pm - 7:30pm **Main Street Marketplace Cocktail Reception** *sponsored by*



SATURDAY MAY 11TH (IBBA CONFERENCE)

7:00am - 8:30am **Breakfast with Main Street Exhibitors**

8:30am - 10:00am **Workshop Sessions**

10:00am - 10:45am **Main Street Marketplace Exhibition**

10:45am - 12:15pm **Workshop Sessions**

12:15pm - 1:30pm **Member Excellence Awards Lunch Ceremony**

1:30pm - 3:00pm **Workshop Sessions**

3:00pm - 5:00pm **Seminar Speaker + Panel Discussion | Can Blockchain Finance Your Deal?**

SUNDAY MAY 12TH (JOINT EDUCATION DAY)

7:00am - 8:15am **Breakfast (for morning 4 hour and 8 hour Course takers only)**

7:45am - 8:15am **Association General Meeting (AGM)**

8:30am – 12:30pm **IBBA #200: Internet Marketing Strategies for Business Brokers**

8:30am – 12:30pm **IBBA #224: Pricing a Business to Sell**

8:30am – 12:30pm **IBBA #307: Financing Larger Acquisitions**

8:30am – 12:30pm **MAS #485: The Sustainable M&A Practice – Establishing, Growing and Sustaining an Office**

8:30am – 12:30pm **MAS #426: Determining Required Working Capital**

12:30pm – 1:30pm **Lunch for Course Takers**

1:30pm – 5:30pm **IBBA #204: Effective Deal Team Management – Working Together to Close More Deals**

1:30pm – 5:30pm **IBBA #237: Determining Net Transaction Proceeds**

1:30pm – 5:30pm **IBBA #310: How to Market Complex Businesses**

MAS #368: Obtaining Quality Engagements with Quality Sellers Through Seminars & Networking
1:30pm – 5:30pm

1:30pm – 5:30pm **MAS #375: Taking Your Practice Up Market – Skills You Need to Execute \$10m+ Deals**

MONDAY MAY 13TH (MAS CONFERENCE)

7:00am – 8:00am **MAS Breakfast (course attendees only)**

8:00am – 10:00am **MAS Leadership Meeting (all members invited to attend)**

8:00am – 12:00pm **MAS Course #370: The M&A Advisor...Yesterday, Today and Tomorrow (Part 1)**

8:00am – 12:00pm **MAS Course #386: Getting More of What You Want in Every Deal / Negotiation Skills**

10:00am – 10:15am **MAS Break (course attendees only)**

12:00pm – 1:00pm **MAS Lunch (course attendees only)**

1:00pm – 5:00pm **MAS Course #371: The M&A Advisor...Yesterday, Today and Tomorrow (Part 2)**

1:00pm – 5:00pm **MAS Course #427: Corporate Tax Returns and Hidden Key Points for M&A**

3:00pm – 3:15pm **MAS Break (course attendees only)**

6:30pm – 8:30pm **Welcome Reception**

TUESDAY MAY 14TH (MAS CONFERENCE)

7:00am – 8:00am **Breakfast and Tools of the Trade**

8:00am – 9:30am **Employing a “Controlled Auction” aka a “Structured Process” in the M&A Process to Maximize Price**

9:30am – 10:45am **Break**

9:45am – 10:45am **Alternative Revenue Streams**

10:45am – 11:45 am **Tax Reform and Its Impact on Business**

12:00pm – 1:30pm **Lunch & Keynote Speaker**

1:45pm – 2:45pm **Strategic Deal Making – Public and Private Options**

2:45pm – 3:45pm **Getting Search Fund Deals Done**

3:45pm – 4:00pm **Afternoon Break**

4:00pm – 5:00pm **Private Equity Panel**

6:30pm – 8:30pm **Opening Reception**

WEDNESDAY MAY 15TH (MAS CONFERENCE)

7:00am – 8:00am **Breakfast with Breakthrough Table Discussions**

8:00am – 12:00pm **Dealmakers Expo**

12:00pm – 1:15pm **Lunch**
