

Selling Your Business for Maximum Value and Safeguarding the Proceeds

During this seminar, you will learn how to maximize the value of your business and minimize the tax consequences post-sale. Our experts will recommend how to structure a deal and manage the business sale process. They will discuss material factors such as deal trends, competitive positioning, strategic planning, capital strategies, and the critically important deal structure. Some specific topics include:

- Why sell
- Planning to sell
- What buyers want
- How to value the business
- Selling process complexities
- Tax, legal, and financial implications
- Due diligence, deal structure, and closing

Please select from one of the following sessions:

TUESDAY, JUNE 7, 2016

Registration and Breakfast - 7:30am
Program - 8:00am to 9:30am

THE WESTIN WILMINGTON
818 Shipyard Drive
Wilmington, Delaware

or

WEDNESDAY, JUNE 15, 2016

Registration and Breakfast - 7:30am
Program - 8:00am to 9:30am

THE DESMOND HOTEL
1 Liberty Boulevard
Malvern, Pennsylvania

RESERVATIONS REQUIRED

Please reply by June 3, 2016 by email
to rsvp.del@glenmede.com or call
Amanda Marra at 302-661-4575.

GLENMEDE



GATES
AND COMPANY®

Featuring

DAVID PLOTTS

Glenmede

DAVID GATES

Gates and Company

About the Speakers

David Plotts is the Director of Wealth Planning for Glenmede. In collaboration with clients and their advisors, he develops, implements, and monitors comprehensive estate and financial plans, embedding the planning process in all facets of the relationship. Mr. Plotts earned a BS in Accounting from Liberty University and a JD in Law from Rutgers. Glenmede is among the nation's leading investment and wealth management firms with over \$30 billion in assets under management. With offices in Philadelphia, Cleveland, Morristown, New York, Princeton, Washington DC, and Wilmington, Glenmede provides highly personalized service and access to a wide range of asset classes and world-class financial advice.

David Gates is President of Gates and Company, a boutique M&A Advisory firm with offices in Wilmington, Delaware and Munich, Germany. Mr. Gates spent eight years in a variety of business units within the DuPont Company. He later acquired, grew, and sold an early-stage technology company. He founded Gates and Company in 1999 to help middle-market firms profitably expand and realize gain on their growth initiatives. Mr. Gates earned a BS in Electrical Engineering and a BS in Computer Science from the University of Tulsa, an MS in Electrical Engineering from Drexel University, and an MBA from The Wharton School.