

# POWERFUL CORPORATE STRATEGIES FOR FUELING SUSTAINABLE GROWTH

A free educational seminar  
for business leaders  
who want their companies to grow  
and be more competitive.

**8 – 10:30 a.m.**  
**Wednesday, May 15, 2002**  
**Union League**

**Broad and Sansom Streets,  
Philadelphia**

**Presented by BDO Seidman, LLP  
Gates and Company  
and Pepper Hamilton LLP**

*Continental breakfast will be served.*

This seminar is by invitation only and  
seating is limited, so make your  
reservation early.



To reserve your seat at this free seminar, please RSVP by May 10 to  
[seminar@gatesandcompany.com](mailto:seminar@gatesandcompany.com) or call 302-994-9173

## Who Should Attend

**Whether you're the head of an early-stage company, director of a business unit or a leader of a large company, you will want to join your peers to gain insight into how to grow your company using powerful strategies.**

Presented by

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**BDO Seidman, LLP**  
Accountants and Consultants



**Pepper Hamilton LLP**  
Attorneys at Law

# What You'll Learn

- Goal articulation! Too few companies adequately outline their goals and milestone targets, and the motivation for achieving them.
- Growth can be defined in terms of market share, number of employees, geography, revenue, profit, etc. This growth may come from channel expansion, acquisitions, joint ventures, new product/service launches, etc. Methods will be discussed for identifying growth strategies matched to corporate goals.
- With multiple strategic options before you, how do you know which ones to pursue? A framework for evaluating various strategic choices will be discussed.
- Formal strategic alliances offer the promise of leveraging complementary products/services for joint development, co-marketing, solution selling, etc. The legal pitfalls to avoid and strategic choices to embrace will be covered.
- Under certain circumstances two companies contributing assets and resources to a new joint venture can maximize results and minimize tax consequences associated with other transaction methods.
- A merger or acquisition (M&A) provides immediate growth – but is it the “right” growth? Discussion will focus on strategic motives for M&A, understanding the typical M&A process, and critical issues that must be contemplated before and addressed after an M&A transaction.
- A key decision variable when considering strategic growth options is available capital to implement the plan. Companies at various stages of development will have different capital resources available to them. A range of funding options will be covered, including discussion on the tax and legal issues affecting each.

## The Presenters

**Saul V. Reibstein** is an audit partner and Regional Business Line Leader, Assurance Services in the Philadelphia office of BDO Seidman, LLP. With more than 32 years of public accounting experience, Mr. Reibstein has a depth of knowledge in all facets of the profession, including M&A, and specializes in serving public, private, and family-owned businesses.

**Stephen W. Parico** is an audit partner in the Philadelphia office of BDO Seidman, LLP. Mr. Parico brings over 20 years of accounting experience to both public and privately held companies. He focuses on emerging growth entities, technology companies, family-owned businesses, and e-commerce ventures.

**David C. Gates** is president of Gates and Company LLC, a management consulting and investment-banking firm based in Wilmington. Mr. Gates assists clients with strategic and tactical planning, capital formation, M&A, and alliance formation.

**Brian K. Brady**, CFO and principal with Gates and Company LLC, assists technology-related businesses, providing expertise in mergers & acquisitions, financial analysis, investment assessment, business operations, employee stock purchase plans, human resource issues, process improvement and preparation for capital acquisition.

**Richard P. Eckman** is a partner in Pepper Hamilton LLP's Wilmington office. A member of the law firm's Corporate and Securities Practice Group, Mr. Eckman's transactional practice focuses on representing corporations, financial institutions, and other entities in complex business and financing transactions, including M&A, asset securitization, and other lending and venture transactions.

**William A. Scari, Jr.** is a partner in the firm's Berwyn office. He concentrates in mergers and acquisitions, joint ventures and partnering arrangements, as well as venture capital financing, licensing, and strategic planning for emerging growth companies.