



February 28  
 Hilton McLean Tysons Corner  
 7920 Jones Branch Drive  
 McLean, VA  
 7:30-10:30 a.m.

**Back by  
 popular  
 demand!**

# LEVERAGING DEBT

## for Business Growth

Two Sessions - Same Program  
 By invitation only; no charge to attend.



March 8  
 Allentown Crowne Plaza  
 904 Hamilton Street  
 Allentown, PA  
 7:30-10:30 a.m.

This program will discuss how best to leverage debt for business growth. Specific issues to be presented include:

**The deal process.** An overview of the current lending environment; evaluating strategic fit with business goals; debt deal structure; what management should look for; using debt as a motivating factor; types of debt; preparing your balance sheet for borrowing and acquisition . . .

**The banker.** Types of debt and associated costs; key metrics during due diligence; what are covenants and what you should know about them; reporting and tracking (loan performance); loan syndication . . .

**The lawyer.** Due diligence considerations; deal structure; the negotiation process; typical deal terms; LBO and MBO trends . . .

**The case study.** A successful acquirer will share real-life experiences, including key learnings, what worked and what didn't work; what would be done differently . . .

### The Panel:

DAVID GATES

*Gates and Company, Moderator*

BRIAN BRADY

*Gates and Company, Investment Banker*

RICHARD JAFFE

*Ballard Spahr Andrews & Ingersoll, Attorney*

RICHARD PERELMAN

*Ballard Spahr Andrews & Ingersoll, Attorney*

STEVE HOBMAN

*NewSpring Mezzanine, General Partner*

Kindly RSVP by February 24 to [seminars@gatesandcompany.com](mailto:seminars@gatesandcompany.com) and please indicate which session you will attend. Call 302-428-1338 x15 for more information.



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Panelists include:

