

ACG[®] Boston

ACCELERATOR



AUGUST 2-4, 2017
SHERATON PORTSMOUTH HARBORSIDE HOTEL
PORTSMOUTH, NH

SPONSOR



AGENDA

WiFi Password: Harborside3
Log onto sheratonportsmouth.com

WEDNESDAY, AUGUST 2, 2017

3:00pm - 4:00pm	Registration Opens	Harbors Edge Room, 1st Floor
4:00pm - 5:30pm	Welcome, Intros & 5 Rules of Networking <i>Dan Jones, BDO; Jack Derby, Derby Management; Chris Nicholas, Shields & Co.; Kyle Rabbitt, RSM</i>	Harbors Edge Room, 1st Floor
5:30pm - 6:30pm	Cocktail Reception & Networking	Riverwatch Room, 2nd Floor
6:30pm - 8:30pm	Dinner	Riverwatch Room, 2nd Floor

THURSDAY, AUGUST 3, 2017

7:30am - 8:00am	Breakfast	Harbors Edge Room, 1st Floor
8:00am - 10:30am	Client Case Study: The Story of An Entrepreneur Owner-Manager <i>Pete Worrell, Bigelow LLC</i>	Harbors Edge Room, 1st Floor
10:30am - 11:00am	Break	
11:00am - 12:15pm	Managing Up <i>Margie Gozdoff, Soft Skills Training Group</i>	White Badges: Gardner Room, 1st Floor
	The Secrets to Delivering High Impact Presentations <i>Chris Williams, velocityHUB</i>	Blue Badges: Lear Room, 1st Floor
12:15pm - 1:15pm	Lunch	Harbors Edge Room, 1st Floor
1:15pm - 2:30pm	Managing Up <i>Margie Gozdoff, Soft Skills Training Group</i>	Blue Badges: Gardner Room, 1st Floor
	The Secrets to Delivering High Impact Presentations <i>Chris Williams, velocityHUB</i>	White Badges: Lear Room, 1st Floor
2:30pm - 3:00pm	Break	
3:00pm - 4:30pm	Predictive Index Survey Analysis: Your Behavior, Your Success <i>Levi Smith, The Cornerstone Group</i>	Harbors Edge Room, 1st Floor
5:30pm - 6:30pm	Cocktail Reception	Bigelow LLC Offices One Harbour Place, #215 Portsmouth, NH
6:30pm - 9:00pm	Dinner	Mombo Restaurant 66 Marcy Street Portsmouth, NH

FRIDAY, AUGUST 4, 2017

9:00am - 10:30am	Breakfast & Industry War Stories <i>Jay Jester, Audax Group; Dan Jones, BDO; Joe Volman, Burns & Levinson LLP; Jack Derby, Derby Management; Alan Fullerton, Mirus Capital Advisors</i>	Harbors Edge Room, 1st Floor
10:30am - 12:00pm	Scavenger Hunt in Portsmouth, NH	Meet in Harbors Edge Room, 1st Floor
12:00pm - 1:00pm	Closing Lunch & Scavenger Hunt Recap	Harbors Edge Room, 1st Floor



COCKTAIL RECEPTION
Thursday, August 3, 2017
5:30pm - 6:30pm
Bigelow LLC Offices
1 Harbour Place
Portsmouth, NH



DINNER
Thursday, August 3, 2017
6:30pm - 9:00pm
Mombo
66 Marcy St.
Portsmouth, NH

SESSIONS

The Story of An Entrepreneur Owner-Manager

Pete Worrell, Bigelow LLC

Through the use of real world case study, together we will explore the story of Barry Harris and the various decisions he grappled with when trying to decide what was best for his company and himself / family. Empathizing with just how challenging these decisions can be for EOMs we will discuss what we would advise him to do, what he should be considering, and what his realistic alternatives are.

Managing Up

Margie Gozdiff, Soft Skills Training Group

Margie Gozdiff will facilitate an interactive workshop where participants will learn strategies for managing up. The workshop will include how to tips for creating value for your manager and how to disagree respectfully. Developing these skills will help participants be more effective building relationships with managers, colleagues and clients.

The Secrets to Delivering High Impact Presentations

Chris Williams, velocityHUB

All of us have opportunities to promote ourselves and our brand through internal presentations to colleagues at the firm, and through external presentations to clients and other audiences. But are we putting our best foot forward, to maximize these opportunities? Chris Williams will deliver a high-impact and fast-paced workshop focused upon helping each of you sharpen your physical delivery skills when in front of both informal and formal audiences.

Your Behavior, Your Success

Levi Smith, The Cornerstone Group

We will spend 90 minutes reviewing the 4 core drives that drive behavior, what drives each participant individually (Self-Awareness) and what we all should be thinking about as we are working with our leaders and team (Awareness of Others). We will wrap up the session by working with the participants by talking about how they are similar and different and what each of us might think about modifying for the best possible outcome.

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SPEAKERS



JACK DERBY
Founder & President
Derby Management

Prior to forming Derby Management, a management consulting firm specializing in both emerging and middle market growth companies, in 1990, Jack's background included positions as CEO of Mayer Electronics Corporation, President of CB Sports, President of Litton Industries Medical Systems, CEO of Datamedix Corporation and Executive Vice President of Becton Dickinson Medical Systems.

Additionally, Jack is a Professor of the Practice at Tufts University where for the past seven years, he has taught a course in Marketing. In 2015, he was awarded the 2014-2015 School of Engineering Teacher of the Year at Tufts. He is also a guest lecturer at MIT where he has been teaching classes in business planning and marketing in the Mechanical Engineering Department for 17 years.

Jack is extremely active in the New England emerging and middle market business communities. Jack has been named to Mass High Tech's All Star Team. Additionally, he was Chairman of the MIT Enterprise Forum, Vice Chair of the Smaller Business Association of New England, and Chairman of the Association for Corporate Growth of Boston, the largest business association in the U.S. focused on M&A and private equity. Corporately, Jack is currently a Director at the Associated Industries of Massachusetts, Accounting Management Solutions, The Alliance Companies, Aviant Healthcare, Brainshark Corporation, Chase Corporation, Rome Snowboards, Reiser, and Converge Venture Partners, where he was Chairman. Jack has been an active board member in 12 other companies.

Jack is a graduate of Boston College, the University of Chicago, and the United States Peace Corps.



ALAN FULLERTON
Partner
Mirus Capital Advisors

Alan Fullerton has been an investment banker to large corporations, middle-market firms and family-owned firms since 1997. Before joining Mirus, he was Managing Director in the investment banking group of Newbury Piret, a regional firm, where he led and managed dozens of M&A and financing transactions in a variety of industries.

Alan is senior advisor to management teams and business owners with significant experience in arranging equity financings (\$5 million to \$100 million) and executing buy-side and sell-side M&A mandates. Alan has been a sector finalist for several national M&A Advisor Awards for his transactions in industrial services, healthcare, consumer products, business services, travel services, and highly engineered industrial products, including for deals closed with Fortune 500 and Global 500 corporations, private equity-backed companies, closely-held businesses, and middle-market publicly traded companies. In addition, his advisory experience includes fairness opinions for venture-backed and publicly traded companies; he is a member of the Mirus fairness opinion committee, a position he also held at his previous firm.

Before his investment banking career, he was a member of technical staff and project leader with the 2500-person engineering consulting firm TASC. During his tenure with TASC, he was a project leader on strategic planning, engineering, operations and policy engagements.

Alan holds a BS from M.I.T. in Mechanical Engineering, an MS from Brown University in Electrical Engineering, and an MBA from the Ecole des Ponts of Paris France. He holds Series 7, 24, 63 and 79 certifications from FINRA. Alan lives in Lexington, Massachusetts with his wife, son and two daughters. In his spare time, Alan enjoys reading, traveling and playing games with his kids.

SPEAKERS



MARGIE GOZDIFF
Co-Founder
Soft Skills Training Group

Margie Gozdiff offers over 20 years of experience in, coaching, facilitation, and training.

She creates an honest learning environment that both challenges and supports individuals and groups as they work on leadership development, relationship building, presentation skills, and coaching skills.

Margie has worked with organizations such as Balyasny Asset Management L.P., Bain Capital, Bank Of America, Boston Consulting Group, Bristol Myers Squibb, Charles Schwab, Fidelity Investments, J Jill, Metro Lacrosse, Citizens Bank, Merrill Lynch, MIT.



JAY JESTER
Managing Director
Audax Group

Jay Jester is a Managing Director at Audax Private Equity. Jay joined Audax at its inception in 1999. He sits on the firm's investment committee and leads the firm's business development team. Audax Private Equity is focused on building strategic assets out of small and medium sized middle-market companies. The firm acquires niche-leading, lower mid-market companies and grows them through add-on acquisitions and other strategic initiatives.

Since 1999, Audax has completed more than 100 platform investments and more than 500 add-on acquisitions to that portfolio. Each year, the firm reviews over 1,000 investment opportunities. Audax employs more than 200 people and has offices in Boston, New York and Menlo Park, California.

Jay resides in Weston, MA with his wife and three children. His eldest is a senior at Vanderbilt University, his second-oldest is a sophomore at Duke University, and his youngest is a junior at Noble and Greenough. Jay received a B.A. from the University of North Carolina at Chapel Hill.



DAN JONES
Director of Business Development
– New England
BDO USA

Dan Jones, a native of Worcester, MA and a resident of Framingham, MA, graduated from Boston College from the Carroll School of Management with a concentration in accounting. Following a 3 years start in public accounting with PwC and Laventhol & Horwath as a CPA, Dan joined Winter Wyman as a recruiter. In 1989, Dan founded Atlantic Search Group which specialized in the search and placement of accounting and financial professionals with many of Massachusetts' leading corporations.

Dan and his partner sold Atlantic Search to Spherion Corporation, a publicly held corporation, in the fall of 2004. In 2007, Dan joined Pentad Corporation, a consulting firm in the financial solutions sector, as a Business Development role.

In 2010, Dan returned to the public accounting industry with BDO in the Boston office as the Director of Business Development. Dan spends the majority of his time bringing publicly held corporations and ventured backed/private equity financed entities in the technology, manufacturing and life sciences industries to the BDO client list.

Dan is known for his honesty and directness in assisting his contacts and clients in making key strategic decisions. His "True North" or day to day game plan is to help others thrive and meet their personal and professional goals. When Dan needs guidance, he focuses on the concepts of his favorite business book, "The Go-Giver" by Bob Burg and John David Mann.

SPEAKERS



LEVI SMITH
Business Consultant
The Cornerstone Group

Before Joining The Cornerstone Group, Levi J. Smith spent 12 years in the Business Development field. Levi has excelled in roles of sales, sales leadership and general management and has worked with Fortune 500 companies, Private Equity Groups as well as small businesses.

Levi has received numerous awards for outstanding achievement in sales and sales leadership. Levi joined The Cornerstone Group team to follow his passions of helping companies to achieve higher levels of performance through more effective acquisition, management and utilization of talent.

Levi is a certified Predictive Index® Consultant and Customer Focused Selling CFS™ trainer. He has a Bachelor's Degree in Management and Organizational Communication with a Business Administration Minor. Additionally, Levi is in the process of completing his Master's in Business Administration with a focus on Leadership. In Levi's free time you will find him with his family following his passions for competition and teamwork while training as an athlete for obstacle course races, triathlons, marathons, and general fitness and raising awareness for our military. Levi resides with his wife and two young children in Hyannis, Massachusetts.



JOSEF VOLMAN
Partner | Co-Chair, Business Law
Burns & Levinson LLP

For over 25 years Joe has built his reputation as a deal maker in the business community. He dedicates himself to partnering with clients, serving as their strategic advisor to drive growth and realize the maximum return on their investments. By devising creative, results-focused solutions, his clients are able to take their businesses to the next level, and by tapping into his vast network, he regularly facilitates capital raises and connects business partners to source deals.

As co-chair of the Business Law group, his practice focuses on the representation of entrepreneurs and investors, startup and emerging companies, and PE/VC funds through all phases of the investment process.

Joe also has significant experience representing family-owned businesses, public companies and investment banking firms. He arms himself with the requisite business acumen in specific industries — technology, life sciences, media and entertainment, sports and hospitality — in order to provide the necessary practical advice that gets the deal done.

In addition to significant international experience, Joe is skilled at seamlessly guiding clients through public offerings, securities compliance, buying/selling private/public companies, and venture financings as well as through a variety of early- and late-stage private/public equity and debt financings.

SPEAKERS



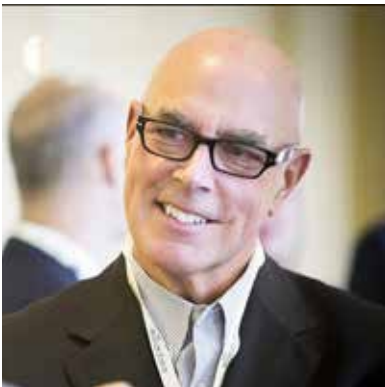
**J. CHRISTOPHER
WILLIAMS**
Partner
velocityHUB

Chris is a Partner with velocityHUB, a consulting firm headquartered in the Boston metro that provides corporate & non-profit entities with Strategic Planning, Organizational Development, Change Management, and Soft Skills Coaching for individuals.

As a Partner at velocityHUB, Chris specializes in: Speaking & Presentations Coaching; Media & PR Training; Professional Brand Development; Strategic Planning; Change Management & Organizational Development; Local, State & Federal Advocacy Strategies.

Chris has extensive experience with Speaking & Communications, including:

- 10+ National Television Appearances, including CNN and Fox News
- 100+ Addresses to Legislative & Government Panels
- Moderator of 4 U.S. Senate Debates
- Moderator of 3 Gubernatorial Debates
- Emcee of 100+ Nonprofit & Industry Conferences, Summits and Benefit Galas
- Hundreds of Presentations & Speeches to Audiences ranging from 50 – 1,000+ attendees
- 2 College Commencement Addresses
- Countless Quotes and Interviews with Regional and National New Journals



PETER R. WORRELL
Managing Director
Bigelow LLC

Worrell has enjoyed actively leading engagements achieving the professional and personal goals of Bigelow clients for over twenty-five years. He has a particular interest in the intersection of psychology and finance and its relevance to building enterprise value in the private transaction market. His efforts go to the practical application of the insights drawn from these disciplines to improve decision making in the owner-manager domain of risk. He is known as a thought leader on the art of building sustaining enterprise value for all stakeholders in private owner-managed organizations.

Worrell earned the degree of Master of Applied Positive Psychology from the University of Pennsylvania, a Master of Business Administration from Babson College's F.W. Olin Graduate School of Business, and a Bachelor of Arts from Saint Michael's College. He has been awarded a Doctor of Jurisprudence, honoris causa from Saint Michael's College. He is currently Managing Director at Bigelow LLC, and is the author of Enterprise Value: How the Best Owner-Managers Build Their Fortune, Capture Their Company's Gains, and Create Their Legacy (McGraw-Hill, 2013).

Established in 1935, Bigelow LLC is an independently owned mergers & acquisitions advisory boutique with a singular and passionate client focus – Serving Entrepreneur Owner-Managers. Leveraging independence, experience and single minded focus, Bigelow LLC has helped hundreds of clients build and capture enterprise value – while honoring their values, their legacy, and the intersection of their professional and personal goals. For more information, please visit Bigelow's website at www.bigelowllc.com.

SPECIAL THANKS TO THE ACCELERATOR COMMITTEE

Dan Jones, BDO, Committee Chair
Jack Derby, Derby Management, Program Advisor & M.C.
Wes Black, Watermill Group
Chris Fisher, Bigelow, LLC
Chris Nicholas, Shields & Co.

Tom Powers, Nutter McClennen & Fish, LLP
Danielle Prentis, KeyBank
Matt Quinn, KeyBank
Kyle Rabbitt, RSM US LLP
Jeff Strassman, Grant Thornton

SCAVENGER HUNT

- The Scavenger Hunt will take place in/around downtown Portsmouth on Friday, August 4
- Meet in the lobby of the hotel at 10:30am on Friday, August 4 to receive the list of items to find & a map
- Designate a team leader/the individual who will text the pictures you take to 781-534-2386 (Kate Had-den's cell phone)
- Take a picture of each item you find on the list and text it to 781-534-2386
- Each item on the list / picture is worth 1 point
- You cannot split up your team -- the pictures your team sends must come from the one individual you have designated
- All pictures must come from outside of the hotel
- The items on the list can be completed in any order
- Feel free to interpret the items on the list in whatever creative way you want
- All team members (excluding the picture taker) should try to be in the photos
- The team that has taken and sent pictures of the most items on the list (aka the most points) by 12:00pm will win
- Everyone must have returned to the Sheraton by 12:00pm
- We will tally the results and announce the winning team at Lunch

TEAMS

Team 1

Stacy Holland
Anthony Cahill
Ryan Costa
Strother Scott

Team 2

Mike McPeak
Robert Petitt
Andrew DeLorey
Morgan Cuthbertson

Team 3

Kellianne Devine
Ben Bodamer
Kyle Murphy
Ryan Popper

Team 4

Scott McKenna
Ashley P. Keenan
Sean McGah
Elton Steinberg

Team 5

Daylin Short
Joshua Gray
Josh Peter
Michael Brofft