



**Introducing
ACG NJ's "Middle Market M&A – The Art of the Deal" Panelist**

An Interview with
George Hansen
Managing Director
Oberon Securities

*Conducted by Sally Glick, President, ACG New Jersey
Principal of the Firm and Chief Growth Strategist, Sobel & Co.*



On January 15 the New Jersey chapter of the Association for Corporate Growth (ACG NJ) will kick off the 2019 season focusing on activities taking place on the New Jersey M&A landscape.

George Hansen, Managing Director at Oberon Securities and longtime ACG NJ Board member, is one of the driving forces behind this exciting program. In a recent interview George noted that, "It is important for our members and our guests to gain a deep understanding of the economic scene and the emerging trends in the state regarding doing deals in the middle market in 2019 and beyond. With that in mind, we have assembled a distinguished panel of M&A professionals who have spent decades serving clients in this area and who are well prepared to talk about *The Art of the Deal*."

As a result of George's commitment to ensuring a balanced panel, presenters selected for this event include a partner at a private equity firm, a corporate development executive at a major corporation who is active in buying and selling, an investment banker, and an experienced M&A attorney. It will be moderated by a transaction services partner at an accounting firm. Attendees will learn much from a robust discussion based on each panelist's distinctive perspectives.

These are professionals who are in the trenches, regularly addressing complicated issues with a practical approach. Their goal is to help business owners, and their advisors, gain access to the tools they need to effectively navigate the process. To accomplish this, the panelists will offer tips on planning and executing M&A transactions. Along the way they will also talk about facing and avoiding challenges and common pitfalls, such as knowing when to sign a letter of intent and what should be in it, conducting due diligence, participating in effective negotiations, having an accurate picture of the company's value and much more. They will also share their views on the current state of the M&A market for middle market companies.

We hope you will join us at our first breakfast program for the New Year and take part in powerful networking and an essential conversation. Thank you to our panel for sharing their expertise with us:

Moderator:

Steven Kops, Partner, Transaction Services – Mazars

Panelists:

Pierce Cleary, Director, Business Development – Curtiss-Wright Surface Technologies

George Hansen, Managing Director – Oberon Securities

Keith Pennell, Managing Partner – DFW Capital Partners

Michael Weiner, Partner – Fox Rothschild

Please join us on January 15 at the Galloping Hill Golf Course, Kenilworth, NJ, to learn from our panel of guest speakers about the Art of the Deal.

ACG NJ Monthly Breakfast Meeting
“Middle Market M&A – The Art of the Deal”

Tuesday, January 15, 2019

7:00 AM - 9:30 AM

Galloping Hill Golf Course, Kenilworth, NJ

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