



Exit Workshop: Navigating the Roadmap to a Successful Sale (Invite-Only)

Thursday, October 27

3:30pm - 7:30pm

The Research Triangle Foundation
12 Davis Drive, Durham, NC 27709

So you have started a company and things are going pretty well: \$5mm revenue run-rate, growing 20% annually. You think you've proven that you have a real business. **But now you're at a crossroads: You either need to raise capital to keep things going, or you need to find a buyer.**

Wouldn't it be great to find a buyer now? Your investors would love it and it would certainly take some of the stress out of your life if you could put a few bucks in the bank. You are starting to get calls and emails from people interested in selling your business or investors offering liquidity, although you're not sure how serious they are.

You ask yourself some questions:

- Is it the right time to sell the business?
- Should I hire an investment banker, and if so, who?
- What does a sale process look like, and am I really prepared for this?
- What's my likelihood of success?

Mike Doernberg, CEO of ReverbNation, has been in the Triangle for over 20 years, having started and sold 2 prior companies to publicly-traded acquirers. **Chris Smith, COO of ReverbNation** and a former mid-market investment banker in NY with Jefferies, has worked on dozens of M&A transactions, both buy- and sell-side. They will be joined by **Fred Hutchison, founding partner of Hutchison PLLC**, who has over 40 years of experience working with technology companies in the area, and **Rob Leonard, Partner and Leader of Transaction Advisory Services at EY**. Together they will lead a discussion of the ins-and-outs of selling (or trying to sell) your company. Expect an unvarnished perspective on the anxiety and pitfalls of seeking an acquirer.

Tentative Agenda for Thursday, October 27:

3:30pm-4:00pm – Registration & Networking.

4:00pm-6:30pm – Workshop led by Mike Doernberg.

6:30pm-7:30pm – Networking Reception w/ Drinks & Appetizers.

*This invite-only event is for growth-stage entrepreneurs.
Please note, the content will be tailored to tech companies.*