



# BOSS: Business Owners Strategy Summit

Sponsored by Hinshaw & Culbertson LLP, The Americas Group at Raymond James, BRG, Houlihan Capital, and Pfingsten



## Agenda

April 16, 2026 | Chicago, IL

1:30 – 1:40 pm	<p><b>Welcome &amp; Opening Remarks</b></p> <p><b>Speakers</b></p> <ul style="list-style-type: none"> <li>• <b>Anthony Jacob</b>, Partner, Hinshaw &amp; Culbertson LLP</li> <li>• <b>Don d’Adesky</b>, Senior Partner, The Americas Group of Raymond James</li> </ul>
1:40 – 2:30 pm	<p><b>Pep Talk - Secrets to Success and the Current M&amp;A Landscape</b></p> <p><b>Presenters</b></p> <ul style="list-style-type: none"> <li>• <b>Ken Grider</b>, Senior Managing Director, Raymond James</li> <li>• <b>Rodger Howell</b>, CEO, Houlihan Capital</li> </ul> <p><b>Key Topics</b></p> <ul style="list-style-type: none"> <li>• Strategic growth pathways</li> <li>• Operator to owner mindset shift</li> <li>• Defining personal success</li> </ul>
2:30 – 3:15 pm	<p><b>Laying the Foundation – Building a Valuable, Transferable Business</b></p> <p><b>Moderator</b></p> <ul style="list-style-type: none"> <li>• <b>Todd Young</b>, Partner, Hinshaw &amp; Culbertson LLP</li> </ul> <p><b>Panelists</b></p> <ul style="list-style-type: none"> <li>• <b>Phil Bronsteatter</b>, Managing Director, Pfingsten Partners, LLC</li> <li>• <b>Frank Martinez</b>, Director, Houlihan Capital</li> </ul> <p><b>Key Topics</b></p> <ul style="list-style-type: none"> <li>• Factors that drive valuation multiples</li> <li>• Assessing company worth beyond headline financials</li> <li>• Operational readiness and investment planning</li> </ul>



3:15 – 3:30 pm	<b>Break</b>
3:30 – 4:15 pm	<b>Knowing Your Numbers - Tax &amp; Risk Mitigation Strategies</b> <b>Moderator</b> <ul style="list-style-type: none"><li>• <b>Ross Manella</b>, Partner, Hinshaw &amp; Culbertson LLP</li></ul> <b>Panelists</b> <ul style="list-style-type: none"><li>• <b>Anthony Jacob</b>, Partner, Hinshaw &amp; Culbertson LLP</li><li>• <b>Dan Galante</b>, Managing Director, BRG</li><li>• <b>Don d’Adesky</b>, Senior Partner, The Americas Group of Raymond James</li></ul> <b>Key Topics</b> <ul style="list-style-type: none"><li>• Diligence, planning and tax mitigation</li><li>• Entity structure and transaction mechanics</li><li>• Investment strategies, philanthropic planning and legacy considerations following a liquidity event</li></ul>
4:15 – 5:15 pm	<b>Fireside Q&amp;A - Successful Sellers Panel</b> <b>Moderator</b> <ul style="list-style-type: none"><li>• <b>Megan Mathias</b>, Partner, Hinshaw &amp; Culbertson LLP</li></ul> <b>Panelists</b> <ul style="list-style-type: none"><li>• Current and Former Business Owners</li></ul>
5:15 – 6:30 pm	<b>Reception</b>



## Speakers



**Phil Bronsteatter**  
PFINGSTEN  
*Managing Director*



**Don d'Adesky**  
The Americas Group of Raymond James  
*Managing Director, Wealth Management  
Fixed Income Capital Markets*



**Daniel (Dan) Galante**  
BRG  
*Managing Director*



**Ken Grider**  
Raymond James  
*Senior Managing Director,  
Head of Business Development*



**Rodger Howell**  
Houlihan Capital  
*Chief Executive Officer*



## Speakers



**Anthony J. Jacob**  
Hinshaw & Culbertson LLP  
*Partner*



**Ross H. Manella**  
Hinshaw & Culbertson LLP  
*Partner*



**Frank Martinez**  
Houlihan Capital  
*Senior Vice President*



**Megan Lopp Mathias**  
Hinshaw & Culbertson LLP  
*Partner*



**Todd M. Young**  
Hinshaw & Culbertson LLP  
*Partner*