

# 2022 M&A SOURCE FALL DEAL MARKET

November 14 & 15 | San Diego Mission Bay Resort

## DEAL MARKET

The M&A Source Deal Market is hosted during each M&A Source Conference for business intermediaries and professionals working in the lower middle market. If you are a Private Equity Group, Bank, Family Office, Service Provider, or other entity looking to invest in businesses valued between \$1-50 million, make a commitment to participate in the M&A Source Fall Deal Market and learn the Power of Connection!

## JOIN US

Drawing nearly 250 Advisors, the Deal Market is the place to build deal flow opportunity relationships and make deals happen!

## REGISTER NOW TO:

- Set up your table at the Deal Market to connect with advisors on Monday, November 14<sup>th</sup> **AND** Tuesday, November 15<sup>th</sup>
- Attend **TWO** Evening Networking Events, in addition to breakfast and lunch networking with Advisors, Private Equity Groups, Service Providers and more
- Participate in workshops that will bring you current and relevant updates from the lower middle market

## REAL DEAL FACTS: DID YOU KNOW?

- Average Deal Size is ~\$2 - \$3 million EBITDA, as high as \$10 million EBITDA
- Average NDA's according to our survey of attending PEGs is roughly 10 by each Private Equity Group (PEG)
- Average Done Deals as a direct result of previous Deal Markets is roughly 1 or 2 by each Private Equity Group (PEG)

**FOR MORE INFO, PLEASE CONTACT M&A SOURCE:**  
sales@masource.org | www.masource.org



# AGENDA



Sunday, November 13th	
8:00 am – 12:00 pm	M&A Source Courses <b>Separate Registration Required</b>
1:00 pm – 5:00 pm	M&A Source Courses <b>Separate Registration Required</b>
Monday, November 14th	
7:00 am - 8:00 am	Breakfast
8:00 am - 9:30 am	Welcome Comments; Workshop #1
9:30 am - 9:45 am	Break
9:45 am - 10:45 am	Workshop #2
10:45 am - 11:00 am	Break
11:00 am- 12:00 pm	Workshop #3
12:00 pm - 1:15 pm	Lunch
1:30 pm - 2:45 pm	Master Class #4
2:45 pm - 3:00 pm	Break
3:00 pm - 5:00 pm	<b>Deal Market - Part 1</b>
5:00 pm - 6:30 pm	<b>Cocktail Party (Casual Networking Event)</b>
Tuesday, November 15th	
7:30 am - 8:30 am	Breakfast
8:30 am - 9:30 am	Workshop #5
9:30 am - 9:45 am	Break
9:45 am - 12:00 pm	<b>Deal Market - Part 2</b>
12:00 pm - 1:30 pm	Lunch Program
1:30 pm - 2:30 pm	Workshop #6
2:30 pm - 2:45pm	Break
2:45 pm - 3:45 pm	Workshop #7
3:45 pm - 4:00 pm	Break
4:00 pm - 5:00 pm	Workshop# 8
5:30 pm - 7:30 pm	<b>Cocktail Party Networking Event</b>
Wednesday, November 16th	
8:00 am - 12:00 pm	M&A Source Courses <b>Separate Registration Required</b>

# EVENT LOGISTICS

## San Diego Mission Bay Resort

1775 East Mission Bay Drive, San Diego, CA 92102

VIEW RESORT: <https://www.missionbayresort.com/> | BOOK YOUR ROOM: [CLICK HERE](#)

### Deal Market | Monday, November 14 & Tuesday, November 15

#### Drawing nearly 250 attendees!

- The Deal Market Part 1 runs from **3:00pm to 5:00pm** on Monday, November 14th with a Cocktail Party following from 5:00pm until 6:30pm.
- The Deal Market Part 2 runs from **9:45am to 12:00pm** on Tuesday, November 15th. Be sure to join us for lunch for additional networking! PLUS, the evening Cocktail Party Networking Event from 5:30pm until 7:30pm.

#### Good To Know

- The Deal Market setup will be from 1:00pm-3:00pm on Monday, November 14th.
- You're invited to attend Breakfast and Lunch on both days for additional networking!
- Attend 8 optional workshops to build your knowledge on current industry updates.

## BOOK EARLY & SAVE!

**\$1,495**      **On/Before September 16, 2022**      **\$1,895 for 2 persons**

**\$1,795**      **On/Before October 21, 2022**      **\$2,145 for 2 persons**

**\$2,495**      **On/Before November 4, 2022**      **\$2,845 for 2 persons**



SEE SEPARATE CONTRACT TO COMPLETE AND SUBMIT.



# 2022 Fall Conference & Deal Market Contract

November 14 & 15 - Mission Bay Resort - San Diego, CA

Complete all sections of this contract (2 pages) and email with full payment to [sales@masource.org](mailto:sales@masource.org)  
 If you need to mail it in, please return to: M&A Source Headquarters, 7100 E. Pleasant Valley Rd, Suite 300, Independence, OH 44131

\_\_\_\_\_  
 Primary Contact Name, Title Website URL link for Conference Site

\_\_\_\_\_  
 Email Address Phone Number

\_\_\_\_\_  
 Company Name Company Address

\_\_\_\_\_  
 City State/Province Zip/Postal Code Country

## FEES (select one)

	1 Person per company	2 People per company
On/Before September 16, 2022 <input type="checkbox"/>	\$1,495	\$1,845
On/Before October 21, 2022 <input type="checkbox"/>	\$1,795	\$2,145
On/Before November 4, 2022 <input type="checkbox"/>	\$2,495	\$2,845

## NEED ADDITIONAL ATTENDEES?

\$349 EACH ADDITIONAL ATTENDEE

Qty \_\_\_\_\_ x \$349 = \_\_\_\_\_ Total

**SELECT** one type:

- PRIVATE EQUITY GROUP
- FAMILY OFFICE
- OTHER SERVICE PROVIDER

Each Deal Market space includes  
 1 six foot table  
 and 4 chairs.

**SEE PAGE 2 FOR TERMS+PAYMENT**

**PAYMENT INFORMATION**

Email this application with full payment to [sales@masource.org](mailto:sales@masource.org)

If you need to mail it in, return the contract with payment information to:  
 M&A Source Headquarters, 7100 E. Pleasant Valley Rd., Suite 300, Independence, OH 44131  
 If paying by check, make payable to M&A Source

**Select Credit Card Type:**

Visa       MasterCard       American Express

Company Name: \_\_\_\_\_ ("Company")

Total Amount Due: \$\_\_\_\_\_ (from Page 1 selections)

Credit Card Number: \_\_\_\_\_

Expiration Date: \_\_\_\_\_ CSV: \_\_\_\_\_

Cardholder's Name: \_\_\_\_\_

Billing Address: \_\_\_\_\_

\_\_\_\_\_

Upon signing below, I verify that I am an authorized signatory for the Company; authorize the Total Amount Due charge above; agree to abide by the Rules and Regulations for the 2022 M&A Source Fall Conference & Deal Market which are part of this Contract; and will comply with all conditions under which the event space at the event facility is leased to M&A Source. The Company may not cancel this contract after acceptance by M&A Source, except for breach of this contract by M&A Source. No refunds will be given. A 100% cancellation fee applies. All cancellations must be directed in writing to:  
 M&A Source; 7100 E. Pleasant Valley Rd., Suite 300, Independence, OH 44131.  
 Email: sales@masource.org.

\_\_\_\_\_  
 Authorized Name (Print)

\_\_\_\_\_  
 Date

\_\_\_\_\_  
 Authorized Signature