



2023 M&A SOURCE FALL CONFERENCE & DEAL MARKET

October 17 & 18 | Sheraton Le Meridien | Charlotte, NC

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, 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!

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

SUBMIT YOUR CONTRACT NOW TO:

- Secure your spot at the Deal Market to connect with advisors on Tuesday, October 17th **AND** Wednesday, October 18th
- Attend **TWO** Evening Networking Events, in addition to breakfast and lunch networking with Advisors and Private Equity Groups
- Receive Pre-Conference and Post Conference Attendee Lists
- Access to the Event App 1 week before the Conference starts
- Participate in workshops that will bring you current and relevant updates from the lower middle market

REAL DEAL FACTS: DID YOU KNOW?

According to our Fall 2022 Survey of attending PEGs:

- Average Deal Size was ~\$2-\$3 million EBITDA, as high as \$10 million EBITDA
- Average number of Deals each Private Equity Group (PEG) saw: 30 Deals
- Average NDA's was 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)
- You'll see a combination of Platform and Add-In offerings

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

EVENT LOGISTICS

Sheraton Le Meridien

555 South McDowell Street, Charlotte, NC 28204

VIEW RESORT: [LE MERIDIEN](#) | ROOM BLOCK BOOKING: [CLICK HERE](#)

Deal Market | Tuesday, October 17 & Wednesday, October 18

Drawing nearly 250 Attendees!

- The Deal Market Part 1 runs from **3:00pm to 5:00pm** on Tuesday, October 17th with a Cocktail Party following from 5:00pm until 6:30pm.
- The Deal Market Part 2 runs from **9:45am to 12:00pm** on Wednesday, October 18th. Be sure to join us for lunch for additional networking!

Good To Know

- Be sure to attend the Kick Off Cocktail Party on Monday, October 16th at 5:00pm.
- The Deal Market setup will be from 1:00pm-3:00pm on Tuesday, October 17th.
- 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 August 25, 2023 | \$1,845 for 2 people |
| \$1,795 | On/Before September 22, 2023 | \$2,145 for 2 people |
| \$2,495 | On/Before October 6, 2023 | \$2,845 for 2 people |

SEE SEPARATE CONTRACT TO COMPLETE AND SUBMIT.



2023 Fall Conference & Deal Market Contract

October 17 & 18 – Sheraton Le Meridien – Charlotte, NC

Complete all sections of this contract (2 pages) and email with full payment to 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 on Website

Company Address

City

State/Province

Zip/Postal Code

Country

| FEES (select one) | 1 Person per company | 2 People per company |
|------------------------------|----------------------------------|----------------------------------|
| On/Before August 25, 2023 | <input type="checkbox"/> \$1,495 | <input type="checkbox"/> \$1,845 |
| On/Before September 22, 2023 | <input type="checkbox"/> \$1,795 | <input type="checkbox"/> \$2,145 |
| On/Before October 6, 2023 | <input type="checkbox"/> \$2,495 | <input type="checkbox"/> \$2,845 |

NEED ADDITIONAL ATTENDEES?

\$349 EACH ADDITIONAL ATTENDEE

Qty _____ x \$349 = _____ Total

SELECT one type:

- PRIVATE EQUITY GROUP
- FAMILY OFFICE
- SERVICE PROVIDER

Each Deal Market space includes
 1 six foot table and
 2 chairs on either
 side of the table.

SEE PAGE 2 FOR TERMS+PAYMENT

PAYMENT INFORMATION

Email this application with full payment to 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 2023 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