

TABLE OF CONTENTS

[How To Succeed At InterGrowth 2009](#)

[Women's Private Equity Summit](#)

[In A Difficult Environment, A Strong Letter of Intent Can Deliver a Successful Closing](#)

Sponsored By:



UPCOMING EVENTS

www.acg.org



Welcome!

Welcome to the March edition of ACG's monthly e-newsletter, Achieving Corporate Growth. With the launch of ACG's new website earlier this month, connecting and building a network with fellow dealmakers and corporate growth professionals worldwide is now easier than ever for ACG members. Within the first two weeks of launch, 2,800 ACG members logged on, and 25 groups were created. The topics of the groups range in everything from Cleantech to communities created for those interested in investing in wineries. Don't miss out on this opportunity to expand your professional network online. If you have not logged on to your site please click [here](#). If you have forgotten your login or password please contact ACG at membership@acg.org.

Speaking of outstanding networking opportunities, the first article this month from Brian Schneider at Northstar Capital, offers some experienced advice on why you should attend ACG InterGrowth in 2009, as well as provides tips on how to get the most return on your investment at the conference. Hotel rates at Wynn Las Vegas are now being offered at the reduced rate of \$199 - act now and reserve your spot at the middle market event of the year. Visit www.acg.org to register today.


[>> Read More](#)

ACG InterGrowth

How To Succeed At InterGrowth 2009

Brian Schneider
Principal, Investment Manager
[Northstar Capital](#)

InterGrowth 2009 will be held in one of the most tumultuous economic environments in history. As a 10 year participant in InterGrowth, I would imagine that you might wonder whether or not this year might be a good year to attend InterGrowth, and if it will be a good investment of your time and resources. You might have to answer that yourself, but I can tell you why Northstar attends year after year, how we maximize our investment in the event and what we seek to gain from attending.



INTRODUCING
CapitalLink™ ACG

**24/7
ACCESS TO:**

- 1,500 PE firms
- 25,200 Portfolio Companies
- 6,800 Hedge Funds
- 140 Mezzanine firms

Why we attend. Essentially all of our best private equity and investment banking relationships attend this event. InterGrowth is staged in such a way that networking and information flow are of paramount importance for the three days. Having planned and organized regional ACG events, and been involved in planning InterGrowth, I can tell you no event has more detailed and intense planning. The resource and amount of planning that goes into location selection, event topics and speakers and overall conference flow is phenomenal and frankly each year has gotten better. That being said, you get what you put into the conference from a planning, participation and follow-up perspective.

[>> Read More](#)



Game Change: Leveraging The New Reality

More than 300 women from the U.S. and abroad attended the 2nd Annual Women's Private Equity Summit on March 12 - 13th, 2008 at the Ritz-Carlton Half Moon Bay, California. The event is designed to enhance networking, fundraising, and deal-making opportunities for senior-level women in private equity. Attendance exceeded the Summit's first year, despite the economy...or perhaps because of it.

The theme running throughout the many workshops, keynote presentations and networking sessions at the Summit was "Game Change: Leveraging the New Reality." As keynote presenter Nicole Arnaboldi, Chairman of Credit Suisse Group's DLJ Merchant Banking Partners, said to *Wall Street Journal* reporter Heidi Moore, who covered the Summit, "On one level, be cautious about the current market environment in making new commitments, but remember the best opportunities come when times are bad." **Click on the read more link below to read the *Wall Street Journal* interview with Nicole Arnaboldi; "Private Equity: The New Order Begins Now."**

[>> Read More](#)

The Women's Private Equity Summit is an Affiliate Sponsor of ACG InterGrowth 2009. You can meet Summit founder Beth Falk at the Women in M&A panel and wine tasting on Tuesday, May 12 at InterGrowth.



In A Difficult Environment, A Strong Letter of Intent Delivers a Successful Closing

John McGannon
Managing Director
[Frontier Investment Banking](#)

Gerald W. Brenneman
Partner
[Polsinellie Shugart PC](#)

Even amid market turmoil, those who have acquired or sold a business in the past know that a well-drafted Letter of Intent (LOI) will dramatically increase the chances of a completed transaction. The LOI is the preliminary and mostly non-binding document between the buyer of a company and a seller that is intended to set forth the substantive terms and conditions of the contemplated transaction. As such, it lays the foundation for an orderly and successful acquisition process, a process that necessarily includes extensive due diligence activities and the negotiation of definitive agreements.

The underlying rationale for the LOI is to provide a practical framework in which a buyer and seller can seriously pursue the work required to accomplish a transaction as substantial as the sale of a company. This objective is accomplished principally by (a) establishing expectations regarding sales price, payment structure and other key transaction terms; (b) granting exclusivity to the buyer; and (c) obtaining confidentiality obligations from the buyer regarding the seller's business information. It is the entirety of a well-drafted LOI, though, that will help avoid unnecessary delays in, and possibly unwanted terminations to, an otherwise mutually beneficial acquisition process.

[>> Read More](#)