

2025 Midwest Deal Summit

May 28-29, 2025 | Chicago, IL



WORKING AGENDA

WEDNESDAY, MAY 28

- 9:00 a.m. – 5:00 p.m. **Conference Registration**
- 9:00 a.m. – 5:00 p.m. **DEALINX - A Unique Deal Sourcing Event**
DeaLinx is our industry's premier deal sourcing event facilitating pre-arranged, one-one-one meetings between investment bankers and fund managers. Using SBIA's successful pre-screening model, both sell-side and buy-side investment bankers are welcome to participate. This is the most efficient opportunity to find and begin your next deal.
- 9:00 a.m. – 5:00 p.m. **Networking Lounge and Lunch**
Freestyle networking - meet with industry leaders and learn more about their services or just enjoy a beverage and a few minutes to connect with your fellow colleagues.
- 11:00 a.m. – 1:00 p.m. **WINC Activity to be announced**
(By invitation and with registration, please.)
- 2:30 – 2:35 p.m. **Welcome and Sponsor Recognition**
A warm welcome and special thanks to our sponsors from the regional president.
Sean McGuire, Managing Director, Fifth Third Bank
SBIA Midwest Regional President
- 2:35 – 3:30 p.m. **"Tariff-ic" or "Tariff-ying":
Coping with Uncertainty in the 2025 Deal Market**
This session will explore the ever-changing characteristics of business ownership in the US today. We'll also consider the number of deals and the investment dollars in Q1-2025. How are deal terms changing? Are there best practices emerging? This session will be a complete assessment by Investment Bankers of the deal business for all of 2025.
Terry Bressler, Managing Director, Prairie Capital Advisors, Inc., Moderator
- 3:30 – 4:30 p.m. **Networking Break**
Refuel during this intermission between sessions.
- 4:30 – 5:30 p.m. **Value Propositions of the Lower Middle Market**
A comprehensive review of all factors driving our dynamic market segment. From capital availability, valuations and GP-LP alignment, this session will provide a sound exploration that covers 20 years of critical data and research.
Alex Abell, Managing Partner, RCP Advisors
Jay Jester, Partner, Plexus Capital
- 5:30 – 7:00 p.m. **Life is Better with Beer – Networking Reception**
Enjoy a wonderful variety of Midwest beer and hors d'oeuvres while connecting with colleagues.

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THURSDAY, MAY 29

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| 7:30 a.m. | Conference Registration Opens |
| 7:30 – 9:00 a.m. | Networking Breakfast
Begin your day with a hearty breakfast and enjoy connecting with your fellow colleagues. |
| 7:30 – 9:00 a.m. | Lawyers and Accountants Policy Breakfast
Policy-talk for our industry's lawyers and accountants.
<i>(By invitation, please.)</i> |
| 7:30 a.m. – 12:30 p.m. | Networking Lounge
Freestyle networking - meet with industry leaders and learn more about their services. |
| 7:30 – 11:30 a.m. | DEALINX - A Unique Deal Sourcing Event
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| 9:00 – 9:45 a.m. | Session to be announced |
| 9:45 – 10:15 a.m. | Refreshment Break |
| 10:15 – 11:00 a.m. | Session to be announced |
| 11:00 – 11:30 a.m. | Networking Break
Re-caffeinate and reconnect during this intermission between sessions. |
| 11:30 – 12:30 p.m. | Washington Update – Okay, We're Halfway In. Now What?
<i>Speakers to be announced.</i> |
| 12:30 – 1:30 p.m. | Networking Luncheon
No formalities, just valuable networking with colleagues and enjoying a light lunch. |
| 1:30 p.m. | Conference Adjourns |