

The Aerospace & Defense Forum



Facilitating Business Communication, Collaboration, & Commerce

“Selling Your Business for Maximum Value in a Competitive M&A Process”

Presenter:

Kevin Berson

President
Kinected Advisors

Ventura County Chapter Meeting
Camarillo Airport

Friday, June 30, 2023

Breakfast & Meeting: 8:00-9:00 am pacific time

Tour of COC Aerospace: 9:00-9:30 am

Networking: 9:30-10:00 am

[Click here to register](#)

Both members and non-members
must register to attend.

Registration Fees

Free - A&D Forum member &
Corporate Members
\$25 - Non-member



Please register as an A&D Forum member ONLY if you have a currently active membership. Claimed memberships will be verified before the meeting and erroneous registrations will be cancelled.

[Click here](#) to become a member.

The event will be recorded and made available for download by A&D Forum members.

You will receive multiple invitations, regardless of whether you have already registered. Please do not register more than once!

June 30, 2023 Meeting

- Attire is business casual.
- Masks are optional.
- Parking: At Camarillo Airport, go to the end of Airport Way, turn right, follow the road past Ventura County Fire and Sheriff's Departments, and turn left. There is a parking lot that leads to the runway. On the fence East of the parking lot there will be a sign with instructions how to enter the hangars. Please park in the parking lot and not on the runway. [Click here](#) for a map.
- A light continental breakfast will be available starting at 8:00am.
- Bring a business card - they will be duplicated and everyone will get a copy of all attendees' cards.

“Selling Your Business for Maximum Value in a Competitive M&A Process”

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What attendees will learn:

- How professional buyers value businesses
- Valuation examples from live deals
- Eight ways business Owners can increase valuation
- We will also present a case study on a successful sale of aerospace parts manufacturer

Presenter



Kevin Berson is the founder of Kinected Advisors, a Mergers and Acquisitions Advisor

(M&A) and Strategy Consulting firm. Kinected helps lower-middle market business owners (businesses generating \$5M-\$50M in annual revenue) navigate the process of selling their businesses for maximum value. Kevin and his team provide an end-to-end service, beginning with an opinion of value, then creating a customized marketing strategy, finding and managing buyers through a controlled auction process, facilitating diligence, purchase agreement negotiation, through to the post-closing transition.

- You may place literature to be distributed on the table in the back inside the meeting room. Please do not distribute anything during the meeting.
- Introductions will be minimal - your name, company, industry, and a 5 word "elevator speech". We encourage you to be creative!
- The meeting will consist of the presentation, the tour, and an open group discussion
- You are welcome to stay around and network after the meeting.

Feel free to pass this invitation on to others you think would be interested.

Event Info

Friday, June 30, 2023
Networking and Breakfast: 8:00-8:20am
Meeting & Presentation: 8:20-9:00am
Tour of hanger & aircraft parts: 9:00-9:30am
Networking: 9:30-10:00am

**COC Aerospace
 Camarillo Airport
 50 Durley Ave, Hangar B
 Camarillo, CA 93010
 (877) 474-5525**

Ventura County Chapter Steering Committee

- **Gerardo Broussi** (Chapter Chair), Managing Director, Brainspark Consulting

Prior to founding Kinected in 2014, Kevin spent 18 years with Technicolor and Arthur Andersen. Kevin received his BA from UCLA and is a Certified Business Intermediary (CBI) and Merger & Acquisition Master Intermediary (M&AMI).

Kevin is a Certified Business Intermediary (CBI), a Certified Business Broker (CBB), a Merger & Acquisition Master Intermediary (M&AMI), and a licensed Broker through the California Bureau of Real Estate. Kevin was honored by his alma mater UCLA as one of the top 100 Bruin-founded companies and was recognized in the Los Angeles Business Journal as an Investment Banking Leader of Influence for 2021 and 2022.

The Executive Steering Committee of The Aerospace & Defense Forum

- **Michael Coburn**, CEO, All Metals Processing of Orange County
- **Peter Collins**, Director, Strategic Planning, Aerospace Group, Parker Hannifin Corporation
- **Alan McIntosh**, President, Verify, Inc.
- **Michael Boyle**, President, BOBsearch
- **Paul Weisbrich**, Managing Director, D.A. Davidson & Co.
- **Robert Jacobson**, Desert Sky Holdings & Co-Founder, The A&D Forum
- **Ivan Rosenberg**, Managing Partner, InVista Associates, & Co-Founder and Executive Director, The A&D Forum

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The Aerospace & Defense Forum

is a global aerospace and defense leadership 9-chapter community of over 2400, providing opportunities for sharing of information,

- **Scott Patterson**, Sales Manager, Supra Alloys
- **Stephen Smith**, Director of Marketing, Banner Industries
- **Chris Garville**, CEO , COC Aerospace
- **Robert Gleason**, Sector Deputy Director, Engineering, Aircraft Group, Moog Inc.
- **Marshall Dormire**, Business and Product Development Senior Leader
- **Anthony Gonzales**, entrepreneur and banker

current events, and analysis, mutual support and encouragement, partnering, innovation, and performance breakthroughs.

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