

U.S. TRUST CORDIALLY INVITES YOU TO THE OWNER'S JOURNEY

Experiences Shared and Lessons Learned on Successfully Selling or Transferring a Business

WEDNESDAY, MAY 3, 2017

7:30 a.m. – 9:30 a.m.

U.S. TRUST

280 East Palmetto Park Road
Boca Raton, Florida 33432

ABOUT THE EVENT

Selling or transitioning a company can be the largest and most important deal of a business owner's career. As baby boomers consider retirement and successful entrepreneurs look toward the future, many entrepreneurs are not well prepared to give up company ownership or are unsure what to do next. Hear from a panel of professionals who will provide insights and strategies for the challenges business owners face when deciding what the next step is for their business.

PANELISTS *(Click on name for bio)*

David Seifer | Shareholder and Board of Directors member, Stearns Weaver Miller Weissler Alhadeff & Sitterson, P.A.

Michael Daszkal, CPA | Managing Partner and Co-Founder, Daszkal Bolton

Andrew P. Tanner | Managing Director U.S. Trust, National Senior Manager Specialty Asset Management Group

Scott Farber | Senior Vice President and Wealth Strategist, U.S. Trust

MODERATOR

Karen Reynolds Sharkey | National Business Owner Strategic Executive, U.S. Trust

The favor of a reply is requested. Please contact Linda Costa at 561.447.8031 or email linda.costa@ustrust.com

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THE OWNER'S JOURNEY

David Seifer

Shareholder and Board of Directors Member
Stearns Weaver Miller Weissler Alhadeff & Sitterson, P.A.

David Seifer is a Shareholder at the law firm of Stearns Weaver Miller Weissler Alhadeff & Sitterson, P.A., and is a member of the firm's Board of Directors.

David's practice focuses on periodic securities reporting and compliance, corporate governance, securities offerings, mergers and acquisitions, corporate law, life sciences, medical devices, diagnostics and pharmaceuticals, e-commerce and technology, banking and financial institutions, and general contract negotiations.

David regularly acts as principal outside corporate and securities counsel for public companies. David also regularly represents start-ups, emerging business enterprises and entrepreneurs in all aspects of corporate law, equity and debt fund raising and financing, and acquisitions and exist strategies.

David is ranked in Corporate / Mergers & Acquisitions / Private Equity, by Chambers USA: America's Leading Lawyers for Business, and was selected by the *Daily Business Review* as a finalist for Top Dealmaker of the Year - Corporate.

David serves on the Board of Directors of the United Way of Miami-Dade, and is a member of the Alumni Council of the University of Florida Levin College of Law.

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THE OWNER'S JOURNEY

Michael Daszkal, CPA

Managing Partner and Co-Founder
Daszkal Bolton

Michael co-founded Daszkal Bolton in 1992 as a boutique public accounting firm. Through his leadership, Daszkal Bolton has grown from a two person firm to a three office certified public accounting and consulting firm that employs over one hundred associates. Michael serve as Managing Partner and as a member of the firm's Executive Committee.

With 30 years in the accounting industry, Michael has developed technical expertise in a number of areas, including audit and accounting, strategic tax planning, mergers and acquisitions, due diligence, and financial consulting for optimal business growth. Michael also advises clients on estate planning, asset protection and succession planning.

Michael serves on the Board of Directors for the Boca Raton Chamber of Commerce. He is also a Board Director for both the Research Park and the College of Business at Florida Atlantic University. An advocate for economic development, Michael is active in the Broward Alliance, Business Development Board of Palm Beach County, the Economic Development Council, New World Angels, and currently serves as the treasurer for PROPEL. Additionally, he is a honorary lifetime Board Member of The Place of Hope – The Haven, Boca Raton Campus.

Michael earned his Bachelor of Business Administration from Eastern Michigan University and completed graduate studies in advanced accounting and income tax at Florida Atlantic University. He is a member of both the American and Florida Institute of Certified Public Accountants. Michael is a licensed Certified Public Accountant through the State of Florida.

Click below to navigate

[INVITATION](#) | [SEIFER](#) | [DASZKAL](#) | [TANNER](#) | [FARBER](#) | [SHARKEY](#)

THE OWNER'S JOURNEY

Andrew P. Tanner

Managing Director U.S. Trust
National Senior Manager Specialty Asset Management Group

Andrew P. Tanner is a Managing Director and Private Business and Real Estate Services Executive within the Specialty Asset Management group at U.S. Trust, Bank of America Private Wealth Management. In this role, Andrew leads a team that manages equity investments in private companies (closely-held) that are held in both fiduciary and agency accounts. He also leads a team that manages real estate investments of office, retail, industrial, apartments, residential and urban land assets throughout the United States.

Prior to joining U.S. Trust, Andrew served as Director of Specialty Assets and Fiduciary Investments for First National of Nebraska. He also worked for Bank One Corporation as a Regional Director of Closely Held Asset Management and investment manager for all Employee Stock Ownership Plans (ESOPs).

Andrew earned his B.B.A in Management from Tiffin University, and a M.B.A. from Ohio State University. He holds a Chartered Financial Analyst (CFA®) designation and has served as President of the National Trust Closely Held Business Association from 2008 to 2009.

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THE OWNER'S JOURNEY

Scott Farber

Senior Vice President and Wealth Strategist
U.S. Trust

Scott Farber is a Senior Vice President and Wealth Strategist with U.S. Trust. As a member of the Wealth Planning Solutions group Scott offers value-added solutions to help his clients address complex and sensitive wealth planning issues. He works closely with clients to review their needs and concerns in order to gain an understanding of their objectives. Based on that understanding, he prepares analyses that identify financial strengths and vulnerabilities and then presents innovative and distinctive strategies designed to help his clients achieve their goals in a timely, efficient and effective manner. Scott is also head of the WPS International Resource Team, which assists Wealth Strategists advise clients on international planning issues.

Scott joined U.S. Trust in 2005. Prior to joining U.S. Trust, he was the Vice President in charge of Wealth Management at the Boston investment management firm Woodstock Corporation where he developed and oversaw the firm's wealth advisory practice . Prior to Woodstock Corporation, Mr. Farber was with the Boston law firm of Tarlow, Breed, Hart & Rodgers, P.C. and the national accounting firm, Ernst and Young, LLP.

Scott received his B.B.A. in Accounting from the University of Massachusetts at Amherst, and his J.D. from Suffolk University Law School, Magna Cum Laude. Additionally, Scott is a CPA and holds the Certified Financial Planner (CFP®) designation. Scott has been quoted in numerous financial publications including: *Worth Magazine*, *CNBC*, *Financial Planning Magazine*, and *Financial Advisor* and contributed to articles in the *Wall Street Journal* and *Fidelity Magazine*. He has also appeared as a guest on NPR, Voice America Business and XM Satellite Radio discussing various wealth planning issues and authored articles on estate, philanthropic, and tax planning topics.

Scott does not provide tax or legal advice in his role at U.S. Trust.

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THE OWNER'S JOURNEY

Karen Reynolds Sharkey

National Business Owner Strategic Executive
U.S. Trust

Karen Reynolds Sharkey is the National Business Owner Strategy Executive with U.S. Trust, Bank of America Private Wealth Management. Karen directs the bank's strategy, outreach and offerings to entrepreneurs and their family members nationwide. She leads the bank's strategic vision and tactical initiatives for this fast-growing constituency, promoting an optimal client experience. Closely attuned to the needs and priorities of business owners, Karen works with Private Client Advisors and specialists to provide thoughtful guidance and innovative research on critical issues including business succession, liquidity strategies, expansion financing, wealth transfer, investments and legacy fulfillment. She fosters close collaboration across the enterprise, streamlining the intersection of personal and professional priorities so that clients can focus on what matters most to them. Karen joined U.S. Trust in 2010, serving as a Market Executive for Metro New York and was a member of the Metro New York leadership team. In this capacity, she was responsible for business development and relationship management, advising high net worth clients, family offices and foundations on investments, credit and wealth transfer. She also headed the Private Business Owner initiative for the market, a precursor to her national leadership role. Previously, Karen spent 17 years with the Investment Bank at J.P. Morgan. She holds an M.B.A. from NYU Stern School of Business and her B.A. in Economics and History from Rutgers College. Karen serves on the advisory board of the Eugene Lang Entrepreneurship Center at Columbia Business School, the board of directors of the New York Women's Foundation, and the advisory council of the Riverside Symphony. She is regularly quoted by national publications and was a contributor to *The Owner's Journey*, a white paper published by the Eugene Lang Entrepreneurship Center at Columbia Business School in collaboration with U.S. Trust.

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