

**Estate Planning Council of Lower Fairfield County, Inc.**  
**MEETING NOTICE**

**Topic:** *“Options for Monetizing Privately Held Companies and Strategies to Maximize Value”*

**Speaker:** Ramsey Goodrich, Partner and Managing Director, Carter Morse & Mathias

**Date & Time:** Wednesday, May 6, 2015 – 5:45 p.m. – 8:45 p.m.

**Place:** Innis Arden Golf Club, 120 Tomac Avenue, Old Greenwich, CT

Dear Council Member:

We are pleased to announce that **Ramsey Goodrich, Partner and Managing Director, Carter Morse & Mathias**, will be our guest speaker on the subject of *“Options for Monetizing Privately Held Companies and Strategies to Maximize Value”* at our May 6<sup>th</sup> Annual Meeting and Dinner Program at the **Innis Arden Golf Club, in Old Greenwich. Cash bar and cocktails will begin at 5:45 p.m., followed by dinner promptly at 6:30 p.m., speaker at 7:30 p.m., and we anticipate an end to the meeting between 8:30 p.m. and 8:45 p.m.**

Beyond liquid assets and real estate, a significant portion of a family’s wealth may reside within a family or closely held company. Many of these businesses involve multiple generations of owners, whether or not they are involved in the day-to-day operations of the business, which can create a number of unique challenges for operating, managing and planning for the family business. In this session, the speaker will discuss how families can maximize the value of their business for the benefit of future generations and explore options to monetize some or all of the value in the company. In a lively conversation, we will cover a variety of topics, including:

- What are some of the ways to create liquidity for family members without selling the business?
- What are the major components that go into planning for future sales transactions? When should the family start planning for a future sales event?
- Is there a difference between a “market” value and an “estate” value, especially when planning for a transaction? What are the most important factors that go into valuation?
- When should the owners consider a strategic sale versus a private equity investment? What are the advantages and disadvantages of each?
- How long does the transaction process take and what is involved?

Please feel free to send, via reply email, any questions in advance of the discussion if there are any particular issues that you would like Mr. Goodrich to address.

**Ramsey Goodrich** is a Partner and Managing Director at Carter Morse & Mathias, a regional investment bank focused on privately held, middle market companies. He brings more than 20 years of experience and has advised on transactions totaling more than \$3.5 billion in value. Prior to joining Carter Morse & Mathias, Mr. Goodrich was with E&Y Corporate Finance in their North America M&A and Capital Markets group and co-founded the Financial Sponsors Coverage Group. During his career, he has also held various positions at Banque Paribas (in New York and Paris, France) and Chase Manhattan (now JPMorganChase). He serves on the Global Board of Directors for of the Association for Corporate Growth (ACG), is the Chairman (2012-2015) and Past President (2005-2011) of the Connecticut Chapter, and was recently elected to the Executive Board for the Exit Planning Exchange (XPX) in Connecticut. Mr. Goodrich received his Master of Business Administration degree from the Leonard N. Stern School of Business at New York University and his Bachelor of Arts degree in economics from St. Lawrence University. He also completed MBA graduate studies in international business administration at the Institut Supérieur des Affaires (ISA) at L'Ecole des Hautes Etudes Commerciales (HEC) in France. Mr. Goodrich holds his NASD Series 7, 63 and 79 securities licenses and is a Registered Representative for FINRA.

**IMPORTANT REMINDERS:**

**Continuing Education Credits:** As announced in our December 9th email to the membership, effective as of January 2015, we will no longer offer CFP CEUs. However, we will continue to provide Certificates of Course Completion to Certified Public Accountants who attend Council dinner meetings and breakfast seminars, upon request for their CPA CPE self-reporting purposes, at \$40 per credit hour. **Requests for CPA CPEs should be indicated on the program announcement registration form at the bottom of this page and the CE fee must be paid in advance by check.**

**Guest Attendees:** The guest fee is \$75 and guest attendance by a professional colleague is limited to two dinner meetings within a two-year period. Eligible guests and professionals that work or live in Fairfield County can apply for EPC-LFC membership by completing a membership application, accessible on our website ([www.epclfc.org](http://www.epclfc.org)). Questions regarding membership or the application process can be addressed by Alessandra DiMauro, 1<sup>st</sup> Vice President, Membership, at 203-682-4640 or [adimauro@resnickadvisors.com](mailto:adimauro@resnickadvisors.com).

**Please reserve a place for yourself and your guest(s) by completing and returning the tear sheet below no later than Wednesday, April 29.** Please let us know in advance if you subsequently find that you or your guest is unable to attend.\*

I have enjoyed serving as your Program Chair this year and hope that you have found the topics and speakers to be beneficial. If you have any ideas for future programs, please contact me at [elizabeth.a.cahill@ustrust.com](mailto:elizabeth.a.cahill@ustrust.com).

Finally, please be sure to visit our website at [www.epclfc.org](http://www.epclfc.org) for details as they become available on our 2015-2016 program season!

See you May 6th!

Elizabeth A. Cahill  
Second Vice President, Programs

*\*To cancel, please call Lori Somerville at 877-302-6300.*

**HOW TO REGISTER:**

**If you DO NOT require CPA CPE AND are NOT bringing a guest:**

Please email your RSVP to [EPC-LFC@comcast.net](mailto:EPC-LFC@comcast.net) or call Lori Somerville at 877-302-6300.

**If you DO require CPA CPE AND/OR if you ARE bringing a guest:**

If you require CE, the fee is \$40.

If you are bringing guest(s), the registration fee is \$75 per guest or, if they require CE, \$115 per guest.

All CE fees must be paid in advance.

Please complete the registration form below and mail it with your check payable to "EPC/LFC" to:  
EPC c/o Lori Somerville, 175 South End Road, #A2, East Haven, CT 06512-4555.

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**REGISTRATION FORM**

**Member name:** \_\_\_\_\_ **Phone:** \_\_\_\_\_

I REQUIRE CPA CE

**IMPORTANT:** For registration/badge purposes, please provide guest name, firm, designations, and professional category.

**Guest name:** \_\_\_\_\_ **Nickname for Badge:** \_\_\_\_\_

**Firm:** \_\_\_\_\_ **Town:** \_\_\_\_\_

**Phone:** \_\_\_\_\_ **Email:** \_\_\_\_\_

**Designations:**  J.D.  Esq.  CFP®  CPA  CLU  ChFC  Other \_\_\_\_\_

MY GUEST REQUIRES CPA CPE

**Guest name:** \_\_\_\_\_ **Nickname for Badge:** \_\_\_\_\_

**Firm:** \_\_\_\_\_ **Town:** \_\_\_\_\_

Phone: \_\_\_\_\_ Email: \_\_\_\_\_

Designations:  J.D.  Esq.  CFP®  CPA  CLU  ChFC  Other \_\_\_\_\_

MY GUEST REQUIRES CPA CPE

**Guest name:** \_\_\_\_\_ **Nickname for Badge:** \_\_\_\_\_

Firm: \_\_\_\_\_ Town: \_\_\_\_\_

Phone: \_\_\_\_\_ Email: \_\_\_\_\_

Designations:  J.D.  Esq.  CFP®  CPA  CLU  ChFC  Other \_\_\_\_\_

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