



# CORPORATE DEVELOPMENT INSIDER

## Game Planning PE Integrations: Pre- and Post-Acquisition

*Peer-to-Peer Perspectives on Building Enterprise Value with Private Equity, Exclusively for In-House M&A Professionals and the C-Suite*

While strategic corporate acquisitions enjoy favored status in some M&A circles, opportunities with private equity-backed companies abound. The question is: how do you execute and manage the complexity around those integrations? You'll gain that knowledge and more as ACG Orange County welcomes President and CEO, best-selling author, and acclaimed speaker Adam Coffey to headline this unique **by-invitation-only** event.

After sharing insights gained over a career of buying, selling, and leading successful companies, Adam will facilitate a series of roundtable discussions with leaders in the room. It's knowledge sharing and community building at the highest level, tailored for senior M&A executives who drive growth via acquisitions or are involved in transactional work through business combinations. Join us!

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**THURSDAY OCTOBER 17, 2019**

7:30 am – 9:30 am

\$50 or \$120 for series package\*

**THE CENTER CLUB**

650 Town Center Drive

Garden Level

Coste Mesa, CA 92626

**RSVP**

director@acgoc.org

or 714.259.1224

**RSVP NOW!**



### About Adam Coffey

Over the past 20 years, Adam Coffey has had the honor of serving as President and CEO of three national private equity-backed service companies, each in different industries. Currently, Coffey leads CoolSys, a commercial refrigeration and HVAC service company. During his 3-year tenure, CoolSys has achieved a 73% revenue increase, a 300% increase to EBITDA and has grown to more than 2,000 employees. In April

2019, he led the company through the private equity sale of CoolSys from the Audax Group (Boston) to Ares Management (NYSE:ARES).

Adam's first book, *The Private Equity Playbook*, was released in February 2019 and became an instant Amazon Best Seller and a private equity classic. He will be signing copies for audience members who desire one.

SPECIAL GUEST FACILITATOR  
**ADAM COFFEY**