



Family Office Masterminds

Advanced Deal Structures, Two-Way Due Diligence & Scaling Strategies

- **October 26th** [New York City, NY]
- **October 27th** [Fort Lauderdale, FL]
- **October 28th** [Dallas, TX]
- **October 30th** [Los Angeles, CA]

AGENDA

TIME	TOPIC
9:30 a.m.	Registration
10:00 a.m. - 10:15 a.m.	Opening Remarks: the deal that dies is rarely a bad deal
10:15 a.m. - 10:45 a.m.	Structuring the raise, anchors and share classes
10:45 a.m. - 11:15 a.m.	Downside-first, Fee Math, Negative Controls, Escrowed Carry
11:15 a.m. - 11:30 a.m.	Guest Speaker
11:30 a.m. - 12:00 p.m.	Waterfalls, 1x/2x/3x, catch-up vs clawback
12:00 p.m. - 12:30 p.m.	The Royalty & Warrant Toolkit
12:30 p.m. - 1:00 p.m.	Lunch & Networking
1:00 p.m. - 1:30 p.m.	Real estate, Pref equity recaps, Seller financing, Second bite
1:30 p.m. - 1:50 p.m.	Collateral packages & step-in rights
1:50 p.m. - 2:20 p.m.	Structure Lab: live deal teardown
2:20 p.m. - 2:35 p.m.	Guest Speaker
2:35 p.m. - 3:05 p.m.	Two-Way Due Diligence
3:05 p.m. - 3:20 p.m.	Scaling Strategies
3:20 p.m. - 3:30 p.m.	Closing Remarks: one structure, one choke point
3:30 p.m. - 4:00 p.m.	Networking