

EAST TEXAS ESTATE PLANNING COUNCIL

COUNCIL MEETING: **Wednesday**, January 22, 2020

WHERE: Hollytree Country Club

TIME: Register and Lunch: 11:30 AM – 12:00 PM
Program: 12:00 PM – 1:00 PM

SPEAKER: Larry Starks

TOPIC: "Thinking the Unthinkable – Selling the family business"



Mr. Starks leads the Investment Banking Group at Waterview. He has assisted the owners of closely held companies with the sale and valuation of their companies since 1985. Prior to Waterview, Mr. Starks managed the Southwest Region for Citi Capital Strategies which was the middle market M&A division of Citigroup and Smith Barney. Prior to Citigroup, he was in the Valuation Services Group at Arthur Andersen & Co.

Mr. Starks authored instructional materials for business valuation classes and was asked by the AICPA to lecture on the topic of business valuations and transactions. He is a past member of the faculty of the National Center for the Judiciary in Reno, Nevada. Mr. Starks has been featured on PBS's Small Business School series regarding exit strategies, and is a frequent speaker at Baylor University regarding mergers and acquisitions.

Mr Starks is a Chartered Financial Analyst and graduated from Baylor University with a B.B.A. in Finance and Accounting.

C. E. CREDIT: No prerequisites required.

CPAs: One hour
Attorneys: One hour

CFP: One hour
CLU: One hour - based on course content

Please RSVP by noon on Friday, January 17, 2020.

Cancellations must be made prior to 12:00 noon on Tuesday January 21, 2020.

Please be prepared to pay for your meal at the time of meeting.

Member(s) Attending: _____

If bringing Guests, how many? _____

Please provide the names of your guests: _____

Buffet Style Lunch – Cost \$20.00 (Due at time of meeting)

MAIL, PHONE, FAX, OR E-MAIL YOUR REPLY TO:

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