

# Collard Speaks: DealFlow Media Distressed Debt Conference, State of Leveraged Buy-out Market: Shifting to Fix-up Deals

Released: January 14, 2008  
Annapolis, MD 21403

John M. Collard to Speak at DealFlow Media Distressed Debt Conference on The State of Leveraged Buy-out Market: Shifting to Fix-up Situations

Conference:  
The Distressed Debt Conference 2008  
A DealFlow Media Event

Host:  
DealFlow Media, Inc. (516) 876-8006 [www.DealFlowMedia.com](http://www.DealFlowMedia.com)

Agenda:  
The Distressed Debt Conference 2008 Agenda,  
Presented by DealFlow Media, Inc.  
[Agenda and Speakers](#)

Venue:  
Hilton New York  
1335 Avenue of the Americas  
New York, New York 10019  
(212) 586-7000  
[http://www1.hilton.com/en\\_US/hi/hotel/NYCNHHH-Hilton-New-York-New-York/index.do](http://www1.hilton.com/en_US/hi/hotel/NYCNHHH-Hilton-New-York-New-York/index.do)

Date:  
March 5, 2008  
1:35 PM to 2:25 PM Panel Discussion

Rocky debt markets and less availability of debt capital have forced private equity firms to re-write their underwriting assumptions. This panel discusses the current state of the leveraged buy-out market, and how growth-oriented opportunities are being replaced by turnaround and "fix-up" situations.

Panel:  
The State of the Leveraged Buy-out Market: Shifting to Fix-up Situations

Panelists:

John M. Collard, CTP, Chairman, Strategic Management Partners, Inc.

(Past Chairman, Turnaround Management Association)

Charles F. Riceman, Managing Director, Golub Capital

Ronald A. Kahn, Managing Director, Lincoln Partners

Conner Searcy, Principal, Insight Equity Holdings

Daniel Collin, Partner, Monomoy Capital Partners

Mr. Collard said “private equity investors realize real value-added when they bring in turnaround professionals either to run a company or advise them on investing in underperforming distressed troubled companies in which they want to invest. These professionals bring a unique leadership style to focus on the immediacy of changes required. They can determine what is wrong, implement solutions, and find permanent management teams. When a company is in trouble a different transferable set of leadership skills is required to set the company back on a profitable path.” “Focusing on exit strategies from the start is key to maximizing returns on investment. You must build enterprises that future buyers want to invest in.”

“More private equity and hedge fund investors are seeking the help of turnaround experts, and many are adding this talent to their senior management roles.” Regardless of who employs the turnaround manager, their unique expertise is required to be successful in this market.

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Reference:

[www.StrategicMgtPartners.com](http://www.StrategicMgtPartners.com)

[DealFlow Media Distressed Debt Conference Agenda at: http://www.dealflowmedia.com/conferences/dd\\_conference\\_08\\_agenda.cfm](http://www.dealflowmedia.com/conferences/dd_conference_08_agenda.cfm)

[www.DealFlowMedia.com](http://www.DealFlowMedia.com)

[Turnaround Management Association www.turnaround.org](http://www.turnaround.org)

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More Information [DealFlow Media Distressed Debt Conference Agenda: http://www.dealflowmedia.com/conferences/dd\\_conference\\_08\\_agenda.cfm](http://www.dealflowmedia.com/conferences/dd_conference_08_agenda.cfm)

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