



International Institute for  
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Complimentary Registration for Institutional Investors  
*See Details Inside!*

2007

# DISTRESSED & TURNAROUND INVESTMENT FORUM

CAPITAL INVESTMENTS • CORPORATE RESTRUCTURING • TURNAROUND STRATEGIES

CREATING WIN-WIN OPPORTUNITIES IN THE  
MID-MARKET TO LARGE-CAP SECTORS

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SEPTEMBER 24-25, 2007  
THE FLAMINGO, LAS VEGAS, NV





## International Institute for Business Information & Growth LLC

Dear Colleague:

There are many conferences in the market that focus on the narrow – but all-important – subject of distressed ‘debt.’ But the issues (and opportunities) that revolve around ‘debt’ issues in troubled companies are only part of the bigger picture of investing successfully in the distressed and turnaround market.

As the number of investments in troubled middle-market to large-cap companies continue to fill the portfolios of private equity, hedge fund and other sophisticated investors; **iBIG’s 2007 DISTRESSED & TURNAROUND INVESTMENT FORUM** is one of the only conferences to take a comprehensive look at the **BIG** picture – and to do so in a coherent and well-organized way.

### COVERING ALL THE BASES:

Creating ‘win-win’ opportunities in this market requires the marshalling of sophisticated and multi-layered capital market, legal and accounting strategies. In addition, corporate restructuring and turnaround strategies must also be deployed to complete the process of mining value from underperforming and troubled companies. So this year, we intend to COVER ALL THE BASES.

**iBIG’s 2007 DISTRESSED & TURNAROUND INVESTMENT FORUM** – September 24-25 at the Flamingo in Las Vegas – is the place where professionals representing all the solutions and strategies in this highly sophisticated and lucrative market will meet.

### OVER 50 SPEAKERS – 250+ Attendees.

This two-day, two-track conference – featuring an executive speaking faculty of over 50 of the industry’s ‘**BIG**gest’ thinkers – is designed for distressed and turnaround investors and managers, advisors, lenders, consultants, counsel, and other leading players.

### TWO-TRACKS:

Presented in two-tracks, this conference will cover issues in a comprehensive and coherent way:

- Track A: Focuses on the **Financial & Capital Markets issues** involved in Distressed and Turnaround Investing.
- Track B: Concentrates on the **Corporate Restructuring & Turnaround Strategies** required to mine value from underperforming and troubled companies.

We look forward to welcoming you to Las Vegas on September 24th – and to **iBIG’s 2007 DISTRESSED & TURNAROUND INVESTMENT FORUM**.

... and thanks again, for “**thinking iBIG!**”

Best regards,

**Don Buford, CEO**  
International Institute for Business Information & Growth LLC



## EXECUTIVE SPEAKING FACULTY

(as of July 2, 2007 – check website for updates and additions to this year’s faculty)

- |   |   |
|---|---|
| Edward S. Weisfelner, Partner<br><b>Brown Rudnick</b>   | John Stark III, Managing Principal<br><b>Water Tower Capital, LLC</b>                             |
| Kevin Cross, Managing Director<br><b>Cerberus Capital Management, LP</b>  | Biff Ruttenberg, CTP<br><b>Atlas Partners, LLC</b>  |
| Rob Deutschman, Vice Chairman<br><b>Enron Creditors Recovery Corp.</b><br>(President, <b>Cappello Partners, LLC</b> ) | Avi Dietcher, CEO, <b>Atomic, Inc.</b>  |
| Ken Kraft, Partner, <b>Heenan Blaikie, LLP</b>  | Leo H. Schafer, VP Sr. Lending Officer,<br><b>Bank of Nevada Commercial Banking</b>               |
| Conner Searcy, Principal<br><b>Insight Equity Holdings, LLC</b>   | James Marshall, Partner<br><b>Blake Dawson Waldron (Australia)</b>                                |
| Stephen B. Selbst, Partner<br><b>McDermott Will &amp; Emery, LLP</b>  | Glenn C. Pollack, Managing Dir. &<br>Founder, <b>Candlewood Partners</b>                          |
| David Yu, Director, Distressed<br>Investments Unit, <b>MetLife</b>  | Steve Oyer, Principal<br><b>Capital Placement Holdings</b>  |
| Jim Matthews, President<br><b>Prime Locations, LLC</b>  | Richard Wirth, Managing Partner<br><b>Corporate Renewal Services, Inc.</b>                        |
| David Wyss, Chief Economist<br><b>Standard &amp; Poor’s</b>   | Martin Fridson, CFA, Publisher<br><b>Distressed Debt Investor</b>                                 |
| John Collard, CTP, Chairman<br><b>Strategic Management Partners</b><br>(Past Chair, TMA)                              | William Borges, Sr. Consultant<br><b>Eclipse Corporate Development</b>                            |
| Michael Toner, CEO, Turnaround &<br>Restructuring Practice<br><b>Aon Risk Services, Inc.</b>                          | Michael Anderson, CEO<br><b>Eclipse Corporate Development</b><br>(Bd. Member, Nevada TMA)         |
| Glenn Seigel, Partner, <b>Dechert</b>   | Gregg Pritchard, President<br><b>Elite Financial</b>  |
| Michael Epstein, Principal,<br><b>CRG Partners</b>  | Howard Bailey, Director<br><b>GE Corporate Lending</b>  |
| Steven R. Strom, Managing Director<br><b>Jeffries &amp; Company, Inc.</b>   | Andy Torgrove, Managing Director<br><b>Goldsmith, Agio, Helms</b>                                 |
| Anders J. Maxwell, Managing Director<br><b>Peter J. Solomon Company</b>   | Adam Reich, Co-CEO<br><b>Greystone Private Equity, LLC</b>  |
| Martin J. McKinley, President<br><b>Wells Fargo Business Credit</b>   | Marvin E. Davis, Managing Partner<br><b>Grisanti, Galef and Goldress, Inc.</b>                    |
| John Haeckel, <b>Chilmark Partners, LLC</b>   | Philip A. Arra, President<br><b>Hunt Special Situations Group</b>                                 |
| John Troughton, Sr. Director<br><b>Cushman &amp; Wakefield</b>  | Victor Hanna, Managing Member<br><b>Hybrid Capital</b>  |
| Steven R. Gerbsman, Principal<br><b>Gerbsman Partners</b>   | Rob Dehney, Counsel<br><b>Morris Nichols Arshet &amp; Tunnel</b>                                  |
| Paul Coughlin, Founder & Managing<br>Partner, <b>Longroad Asset Management</b>  | Dan Dooley, Principal & COO<br><b>Morris-Anderson &amp; Associates</b>                            |
| Leon Komkov, General Counsel<br><b>Longroad Asset Management</b>  | Mark E. Chesen, Sr. Managing Director<br><b>National City Capital Markets</b>                     |
| Michele Kovatchis, Director<br><b>Merrill Lynch Capital</b>   | Bhavin Shah, Managing Director<br><b>Oak Hill Advisors</b>  |
| Robert C. Smith, Managing Director<br><b>National City Capital Markets</b>  | Michael Fuller, Managing Director<br><b>Private Advisors, LLC</b>                                 |
| Kevin Griffin, Director & Head of<br>Private Investing, <b>Octavian Advisors</b>                                      | Ravi Bhagavatula, CFA, Director,<br>Special Assets Group<br><b>Republic Financial Corporation</b> |
| David Enzer, Managing Director<br><b>Roth Capital Partners, LLC</b>   | Larry Halperin, Partner<br><b>Richards, Kibbe &amp; Orbe, LLP</b>                                 |
| William H. Chew, Mng. Dir., Corporates<br>& Governments, <b>Standard &amp; Poor’s</b>                                 | Craig Forrest Noell, Managing Dir.<br>& Founder<br><b>Signature Capital Partners, Inc.</b>        |
| Dianne Vazza, Head of Global Fixed<br>Income Research, <b>Standard &amp; Poor’s</b>                                   | John Rijo, Principal<br><b>Stairway Capital</b>   |
| John Beauclair, Principal<br><b>Sun Capital Partners</b>  |   |

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# DAY ONE - MONDAY, SEPTEMBER 24, 2007

7:30-8:30 NETWORKING & REGISTRATION

8:30-8:40 WELCOMING REMARKS

Don Buford, CEO, **iBIG**

8:45 - 9:50 OUTLOOK FOR THE DISTRESSED & TURNAROUND MARKETS - "STATE OF THE INDUSTRY"

- Key Drivers Impacting Market Conditions & Dynamics
- Cross-Border, US Domestic & Regional Outlooks

- Overview of Sectors & Asset Types: What's Hot in Distressed Debt Markets?
- Trends in Primary & Secondary Markets

**LEADERSHIP PANEL ON THE "STATE OF THE INDUSTRY":**

Edward S. Weisfelner, Partner, **Brown Rudnick**

Anders J. Maxwell, Managing Director, **Peter J. Solomon Company**

Martin J. McKinley, President, **Wells Fargo Business Credit**

Steven R. Strom, Managing Director, **Jeffries & Company, Inc.**

10:00-10:30 REFRESHMENTS & NETWORKING HOSTED BY:  **BROWN**RU DNICK

10:30-5:00 CONCURRENT TRACKS - CHOOSE FROM TRACKS A OR B

## TRACK A | ISSUES IN THE FINANCIAL/ CAPITAL MARKETS

### TRENDS IN DISTRESSED INVESTING & LENDING: HOW WILL THE PLAYER MIX CHANGE IN THE NEXT WAVE?

Howard Bailey, **GE Capital Commercial Financial**

Craig Forrest Noell, Managing Director & Founder, **Signature Capital Partners, Inc.**

Martin Fridson, CFA, Publisher **Distressed Debt Investor**

Bhavin Shah, Managing Director, **Oak Hill Advisors**

10:30-11:10

### VENTURE CAPITAL, PRIVATE EQUITY & HEDGE FUNDS IN DISTRESSED INVESTING: SIMILARITIES & DIFFERENCES

John Beauclair, Principal, **Sun Capital Partners**

John Rijo, Principal, **Stairway Capital**

David Enzer, Managing Director, **Roth Capital Partners, LLC**

Michael Fuller, Managing Director, **Private Advisors, LLC**

11:15-12:00

12:00-1:30

### LUNCHEON KEYNOTE:

### HOW DISTRESSED INVESTORS CAN PROFIT FROM THE SUBPRIME MORTGAGE CRISIS

Stephen B. Selbst, Partner, **McDermott Will & Emery, LLP**

## TRACK B | CORPORATE RESTRUCTURING & TURNAROUND ISSUES

### MINING VALUE FROM UNDERPERFORMING & TROUBLED COMPANIES

John Collard, CTP, Chairman, **Strategic Management Partners**  
(Past Chairman, Turnaround Management Association)

Richard Wirth, Managing Partner, **Corporate Renewal Services, Inc.**

Mark E. Chesen, Senior Managing Director, **National City Capital Markets**

Philip A. Arra, President, **Hunt Special Situations Group, LP**

### FUTURE AMERICAN 'BUBBLE ECONOMY': FUTURE FORTUNES FOR TURNAROUND MANAGERS

- Market liquidity from high yield chasing funds.
- The market knows what goes up must come down.
- The possibility of a credit downturn and how it will affect the DD investors

Dan Dooley, Principal and COO, **MorrisAnderson Associates**

Michele Kovatchis, Director, **Merrill Lynch Capital**

Andy Torgrove, Managing Director, **Goldsmith, Agio Helms**

Luncheon Hosted by:

**McDermott  
Will & Emery**

**Register before August 15, 2007 and SAVE!**

1:30-2:10

**BLOOD IN THE WATER: DOMESTIC DISTRESSED SECTORS AROUND WHICH INVESTORS WILL SOON CIRCLE**

Dianne Vazza, Head of Global Fixed Income Research, **Standard & Poor's**

2:15-3:00

**LOAN-TO-OWN & OTHER STRATEGIES FOR TAKING CONTROL OF DISTRESSED COMPANIES**

Michael Epstein, Principal, **CRG Partners**

Larry Halperin, Partner, Richards, **Kibbe & Orbe, LLP**

Paul Coughlin, **Longroad Asset Management, LLC**

Glenn Pollack, Managing Director & Partner, **Candlewood Partners**

3:00-3:30

**REFRESHMENTS & NETWORKING**

3:30-4:10

**WHAT IS THE CORRECT TIME TO BUY INTO A TURNAROUND SITUATION?**

Leon Komkov, General Counsel, **Longroad Asset Management, LLC**

Robert C. Smith, Managing Director, **National City Capital Markets**

4:15-5:00

**THE ROLE OF 2ND LIEN & TRANCHE B IN DISTRESSED/TURNAROUND INVESTING**

Kevin Griffin, Director & Head of Private Investing, **Octavian Advisors**

Kevin Cross, **Cerberus Capital Management, LLP** (California)

5:00 – 7:30

**EVENING NETWORKING RECEPTION**

**THE VALUE OF TURNAROUND MANAGEMENT TO PRIVATE EQUITY & HEDGE FUND INVESTORS: INTEGRAL OR INCIDENTAL?**

Rob Deutschman, Vice Chairman, **Enron Creditors Recovery Corporation** (formerly Enron Corp.) & President, **Cappello Partners, LLC**

John Haeckel, Member, **Chilmark Partners, LLC**

**MAXIMIZING ENTERPRISE VALUE FOR UNDER-PERFORMING, UNDER-VALUED AND/OR UNDER-CAPITALIZED COMPANIES AND THEIR INTELLECTUAL PROPERTY**

Steve Gerbsman, Principal, **Gerbsman Partners**

Victor Hanna, Managing Member, **Hybrid Capital**

Robert Dehney, Partner, **Morris Nichols Arsh & Tunnell**

Adam M. Reich, Co-CEO, **Greystone Private Equity, LLC**

**DISTINGUISHING TRAIN WRECKS FROM DERAILMENTS: DECIDING HOW TO INVEST & HEADING OFF BUYER'S REMORSE**

Conner Searcy, Principal, **Insight Equity Holdings, LLC**

Marvin A. Davis, Managing Partner, **Grisanti, Galef and Goldress, Inc.**

Ravi Bhagavatula, CFA, Director, Special Assets Group, **Republic Financial Corporation**

**REAL WORLD CASE STUDY: A VIEW FROM BOTH THE BOARD AND CEO POSITIONS AT COMPANIES WITHIN RESTRUCTURING SITUATIONS.**

A practical discussion on how turnaround funds and the providers of last resort capital make their money and how these transactions becoming a fundamental structural part of our capital markets.

- Market overview, the players, scope, fundamental changes, secular trends
- From small appliances to fingerprint recognition: how the trades work from real world examples
- Management vs. money manager, the new banking paradigm
- The real value propositions of the funds and sustainability of returns
- Risks and rewards, picking winners and losers and making money over the cycle

Steve Oyer, Principal, **Capital Placement Holdings**

# DAY TWO - TUESDAY, SEPTEMBER 25, 2007

7:30-8:30

NETWORKING & REGISTRATION

8:30-9:15

OPENING KEYNOTE: "THE ECONOMIC ENVIRONMENT & OUTLOOK:  
WILL UNDERLYING ECONOMIES PRODUCE MORE OR FEWER DISTRESSED DEBT OBLIGATIONS?"

David Wyss, Chief Economist, **Standard & Poor's**

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## TRACK A | ISSUES IN THE FINANCIAL/ CAPITAL MARKETS

9:20-10:05

THAT WAS THEN BUT THIS IS NOW:  
THE EVOLUTION OF DISTRESSED & TURNAROUND INVESTING

- Capital Structure Issues
- Exit Strategies
- Bankruptcy Strategies

F. John Stark, III, Managing Director, **Water Tower Capital, LLC**

David Yu, Director, Distressed Investments Unit, **MetLife**

10:10-10:45

REFRESHMENTS & NETWORKING

10:45-11:30

COMMERCIAL REAL ESTATE OPPORTUNITIES IN THE  
DISTRESSED MARKET

Jim Matthews, President, **Prime Locations, LLC**

John Troughton, Senior Director, **Cushman & Wakefield**

Biff Ruttenberg, CTP, **Atlas Partners, LLC**

11:30-12:20

REPRESENTING AD HOC COMMITTEES AFTER  
NORTHWEST AIRLINES

Edward S. Weisfelner, Partner, **Brown Rudnick**

Additional panelists TBA

12:20-1:45

LUNCHEON KEYNOTE TBA

1:45 - 3:00

TRADING DISTRESSED DEBT & ISSUES OF CONFIDENTIALITY

Glenn Seigel, Partner, **Dechert**

Additional panelists TBA

## TRACK B | CORPORATE RESTRUCTURING & TURNAROUND ISSUES

ANALYTICS FOR EVALUATING RISKS & RECOVERY OF  
DISTRESSED FIXED-INCOME SECURITIES

William H. Chew, Managing Director Corporates & Governments, **Standard & Poor's**

INTERNATIONAL OPPORTUNITIES: CULTURAL & WORKPLACE  
ISSUES TO CONSIDER IN CROSS-BORDER TURNAROUND &  
DISTRESSED INVESTING

Ken Kraft, Partner, **Heenan Blaikie, LLP** (Canada)

James Marshall, Partner, **Blake Dawson Waldron** (Australia)

RISK MANAGEMENT FOR COMPANIES UNDERGOING  
RESTRUCTURE

Michael Toner, Chief Executive, Turnaround and Restructuring Practice,  
**AON Risk Services, Inc.**

CASE STUDIES FROM THE REAL WORLD:

1:45 - 2:25 - Case Study #1: "Turnaround Basics in Healthcare:  
A Comparative Tale of Two Organizations"

Michael Anderson, CEO, **Eclipse Corporate Development**  
(Board Member, Nevada TMA)

William Borges, Sr. Consultant, **Eclipse Corporate Development**

2:25 - 3:00 - Case Study #2: Interim Management Issues: The  
International Communications Group, a nationwide telecom company  
with 316 telecom towers and microwave network.

Gregg Pritchard, President, **Elite Financial**

**Register before August 15, 2007 and SAVE!**

## TRACK A | ISSUES IN THE FINANCIAL/ CAPITAL MARKETS

3:00 – 3:30

### FINANCING EMERGING DOMESTIC MARKET DRIVERS

Leo H. Schafer, VP Senior Lending Officer,  
**Bank of Nevada Commercial Banking**

3:30 pm

### CONFERENCE CONCLUDES

3:30 – 4:30

During the course of this conference many issues will emerge that conferees will want to explore in greater detail. Time and space has been set aside for anyone wishing to participate in informal Roundtables or One-on-One Meetings.

If your company provides unique products or services having to do with any aspect of Distressed Debt Investing – and you would like to extend invitations BEFORE the conference to specific conference attendees to schedule a more formal workshop, roundtable discussion or private one-on-one meetings, please contact:

**Kellie Swanstrom, VP Business Development, iiBIG at [kellies@iibig.com](mailto:kellies@iibig.com) or call: 973-571-0867**

## TRACK B | CORPORATE RESTRUCTURING & TURNAROUND ISSUES

### LESSONS FROM ALEXANDER THE GREAT: TURNAROUND SUPERSTAR

The hidden secret to rejuvenating a newly acquired entity – while moving quickly to the next acquisition.

Avi Deitcher, CEO, **ATOMIC, Inc.**

### COMPLIMENTARY REGISTRATION FOR INSTITUTIONAL INVESTORS:

Qualified plan sponsors and endowments and foundations are entitled to complimentary conference registration. Subject to approval.

**For more information, please contact Ria Lubis, VP, Marketing, at 212-300-2523 or [rial@iibig.com](mailto:rial@iibig.com).**

### OPEN CALL TO JOIN OUR MAILING LIST.

If you know of colleagues, clients, or friends who are interested in receiving future announcements about upcoming conferences, we'll gladly add them to our mailing/e-mail list. Opt-ins only.

**For more information, please contact Ria Lubis, VP, Marketing, at 212-300-2523 or [rial@iibig.com](mailto:rial@iibig.com).**

## A SPECIAL THANKS TO ALL MARKETING PARTNERS



## VENUE INFORMATION:



### THE FLAMINGO LAS VEGAS

3555 Las Vegas Blvd. South • Las Vegas, NV 89109

T: 888-902-9929 • F: 702-733-3528

WEB: [www.FlamingoLasVegas.com](http://www.FlamingoLasVegas.com)

### HOW TO BOOK YOUR ROOM:

iiBIG has made arrangements with THE FLAMINGO LAS VEGAS for a limited block of rooms for this conference at the discounted rate of only \$149 per night. To take advantage of this discount you must make your reservations no later than **Friday, August 24, 2007** as the discounted room block rate will expire at that time. When making your reservations, be sure to mention that you are a participant of the "iiBIG/Distressed Investing Conference."

**TO RESERVE, CALL: 800-732-2111**

### REGISTRATION TERMS & CONDITIONS:

Registration fee includes admission to all conference sessions; breakfasts, luncheons, refreshments, receptions; and one copy of the conference documentation workbook provided by iiBIG.

Cancellation of registration must be made in writing to iiBIG no later than 30 days before the conference. A \$199 service & handling fee will be retained for each cancellation. No refunds if cancellation is received less than 30 days before the conference; however, registration(s) may be transferred to another person by sending iiBIG the name and full contact details of the substitute registrant(s). In lieu of cancellation, registration(s) may be transferred to any other iiBIG conference held within twelve (12) months of the date of the original conference.

Conference attendees are solely responsible for costs to attend conference including – but not limited to – travel, lodging, and/or shipping and safe keeping of personal or business property. iiBIG encourages all conference participants to carry insurance to protect against the loss, damage or theft of any personal or business property.

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The firm has successfully represented an impressive list of official and ad hoc committees, general unsecured creditors, equity holders and other central parties in interest in many of the largest and most complex Chapter 11 cases and out-of-court proceedings. Brown Rudnick also offers significant incremental value to institutional and private investors and fund managers in structuring, negotiating, and documenting secondary market transactions involving high-yield securities, as well as other claims trading activities.



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Currently numbering 1,100 lawyers, we have offices in Boston, Brussels, Chicago, Düsseldorf, London, Los Angeles, Miami, Munich, New York, Orange County, Rome, San Diego, Silicon Valley and Washington, D.C. We also have a strategic alliance with MWE China Law Offices in Shanghai. For more information, please visit: <http://www.mwe.com>



**Goldsmith Agio Helms (www.agio.com)** is one of the nation's leading independent investment banking firms providing sophisticated corporate finance advisory services to middle-market businesses. The firm's services include distressed advisory and restructuring, mergers and acquisitions, private placements of debt and equity, and financial advisory and opinion services. The firm operates internationally from its offices in Minneapolis, New York, Chicago, Los Angeles, and Shanghai and through Agio International, a proprietary partnership of leading independent investment banks with offices in London, Edinburgh, Madrid, Milan, and Zurich.



**Heenan Blaikie** is a leading Canadian law firm, with an outstanding track record in all aspects of business law, labour and employment, litigation, taxation, entertainment law and intellectual property. We work with national and international clients from our offices in Toronto, Montreal, Vancouver, Quebec City, Calgary, Ottawa, Sherbrooke, Trois-Rivières and Victoria.



**Prime Locations** produces millions of dollars of savings for its clients through valuations, appraisals, lease negotiations and prompt disposition of under-performing properties. Our clients know us to be aggressive, responsive, tough-minded and knowledgeable about the excess real estate marketplace. Our services include:

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**Insight Equity I, LP (www.insightequity.com)** headquartered in Dallas, TX, is a private equity firm that makes investments in strategically viable, middle market companies that are experiencing a level of underperformance. Prospects typically have \$50 million - \$1 billion in revenue and significant cash generation growth potential. The firm leverages a proven collaborative value creation model to facilitate operating enhancements and growth in these special situations.



**The Nevada Chapter of the Turnaround Management Association** represents turnaround and corporate renewal professionals serving the needs of Nevada's businesses. We are proud to welcome iiBIG's "2007 Distressed & Turnaround Investment Forum" to our state. The Turnaround Management Association ([www.turnaround.org](http://www.turnaround.org)) is the only international non-profit association dedicated to corporate renewal and turnaround management. Its international headquarters is in Chicago. For more information, visit: <http://www.turnaround.org>

To learn more about the business development benefits of having your company or organization involved in this conference, please contact:

**Kellie Swanstrom, VP Business Development, iiBIG at 973-571-0867 or [kellies@iibig.com](mailto:kellies@iibig.com).**



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- \$1,695 – ‘Early bird’ Rate  
*(After August 15, 2007 rate will be \$1,995)*

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- Blake Dawson Waldron (Australia)
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