



OKLAHOMA CORPORATE ACQUISITIONS

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OCA BUSINESS VALUATIONS & LITIGATION SUPPORT

PROFESSIONAL QUALIFICATIONS



Mr. Rob Firestone, M&AMI, CBI, FMAS and OCA's Business Valuation & Experience:

Since 1986, as a fundamental step in representing business sales, mergers and acquisitions, of lower middle market companies and main-street businesses, Mr. Firestone prepares Business Valuations, Pricing Strategy Opinions, Business Value Benchmarking, Income Calculation, and Ranges of Value. The Business Valuations, while usually Limited in Scope, are reasonably comprehensive for the scope of services, while also being straight-forward and easy to understand by the Client(s) and Intended Users.

Relevant Background and Credentials:

Since 1986, Mr. Firestone has advised and worked with: small to mid-sized business owners, business acquisition candidates (individuals, owner / operators, partnerships, strategic and synergistic acquirers, Investment Groups, and Private Equity Groups), Lenders (senior, junior and mezzanine), Business Valuators and Appraisers, Real Estate Appraisers, Machinery & Equipment Appraisers, Attorneys (Contract, Tax, and Litigation), CPAs, Tax Advisors, and Other Allied Professionals.

For many years, Mr. Firestone served on the Board of Directors and is a Past-Chairman of the IBBA (International Business Brokers Association), with a membership of 2,000 who focus on valuing, and representing small "main-street" business sales.

For many years, Mr. Firestone served on the Board of Directors and is a Past-Chairman of The M&A Source (The Merger & Acquisition Source), with a membership of 400 business valuation analysts, CPAs, professional intermediaries, investment bankers, lenders, attorneys, and private equity groups specializing in lower middle market companies which ordinarily have market values ranging from Two Million Dollars to One Hundred Fifty Million Dollars.

Mr. Firestone has been awarded: the M&AMI credential (Merger & Acquisition Master Intermediary), CBI (Certified Business Intermediary), the Darrell Fouts Award for Excellence in the Profession, a Real Estate Brokerage License (state of Oklahoma), and an Honorary Lifetime Membership to The M&A Source. Mr. Firestone is also a founding contributor and past Board Member of BIEF (Business Intermediary Education Foundation) that promotes business intermediary and entrepreneurship through education and scholarships, and he continues as a member of the IBBA's Past Presidents Counsel to offer guidance to the IBBA and brokerage industry.

Mr. Firestone has served on the SITF (Strategic Issues Task Force) which included participation with the SEC Licensing Task Force – Part of SEC Advisory Committee Exploration of Private-Placement Broker-Dealers regulatory issues and recommendations.

Relevant Courses / Curriculum (Taken or Authored or Taught or Presented by Mr. Firestone):

1. Introduction to Business Valuation
2. Analyzing & Recasting Financial Statements and Tax Returns
3. Valuation Methods of Small to Mid-Sized Companies
4. Industry Update: Key Topics (COVID-19 and PPP Impact on Valuations)
5. Tax Boot Camp
6. SBA Financing
7. Financing the Sale or Acquisition of A Business
8. Mezzanine Finance: Its Use and Characteristics
9. Financing – The Options Available
10. Succession Planning
11. Introduction to Mergers & Acquisitions
12. Mergers & Acquisitions Best Practices
13. Working With Distressed Companies
14. Professional Practice Management
15. Structuring Mergers & Fold-In Transactions
16. Managing A Seller's/Owner's Options
17. Essentials for Managing a Merger & Acquisition Auction
18. Merger & Acquisition Closing Techniques
19. Legal Issues in Mergers & Acquisitions
20. Merger & Acquisition Negotiations
21. Merger & Acquisition Healthcare Industry Opportunities
22. Marketing Merger & Acquisition Opportunities
23. How Management Structure Impacts Business Value
24. Best Practices
25. Managing Merger & Acquisition Transactions
26. Attracting Strategic Public Company Buyers (PubCos)
27. Setting Appropriate Expectations (for Business Owners)
28. Transitioning from Mainstreet (small business) to Mid-Market Companies
29. Developing A Corporate Acquisition Strategy
30. Executing an Acquisition Strategy
31. Managing Due Diligence

32. Pre and Post Closing Issues
33. Overview of Current Merger & Acquisition Markets
34. Structured Sales
35. Structuring Management Buy-Outs (MBOs)
36. Leveraging Current Events to Your Advantage
37. Case Studies in Mergers & Acquisitions
38. Managing an Auction in the Lower Middle Market
39. Dental Industry Overview (General Dentistry & Specialty Practices)
40. Establishing Most Probable Sale Price (Value) for Dental Practices

Some of the locations where Mr. Firestone has either taught, presented or been a keynote or subject matter expert speaker on the listed topics, include:

Atlanta, GA	Denver , CO	Louisville, KY	Phoenix, AZ
Baltimore, MD	Ft. Worth, TX	Milwaukee, WI	Pittsburgh, PA
Chicago, IL	Hartford, CT	New Orleans, LA	Reno, NV
Dallas, TX	Las Vegas, NV	Orlando, FL	Tampa, FL
		Philadelphia, PA	Tulsa, OK

**Mr. Firestone has presented in several of the locations numerous times.*

Type Businesses Valued or Represented in a Sale or Acquisition:

Aerospace	Energy	Mining
B-to-B Services	Fabrication	Petro-Chemical
Business Services	Financial Services	Professional Services
Commercial Enterprises	Industrial	Retail
Consumer Services	Job Shops	Roadwork / Paving
Construction	Landscape	Sub- Contracting
Distribution	Manufacturing	Utilities
		Other / Miscellaneous

Organizations and Companies that Featured OCA and Rob Firestone as a Guest Speaker, Subject Matter Expert, or Partnered with OCA and Rob Firestone.

LOCAL AND REGIONAL ORGANIZATIONS



NATIONAL AND INTERNATIONAL ORGANIZATIONS



Mid-Atlantic Business Brokers Association



LOYOLA UNIVERSITY NEW ORLEANS