

BANK OF AMERICA INVITES YOU TO

# BUSINESS OWNER'S JOURNEY

Lessons Learned Before, During and After the Sale of a Business



*Experiences shared and lessons learned from entrepreneurs who successfully sold or transferred their businesses to family members*

## TUESDAY, MAY 14, 2019

8:30 a.m. – 9:00 a.m. ~ Breakfast

9:00 a.m. – 10:00 a.m. ~ Program with Q&A

10:00 a.m. – 10:30 a.m. ~ Networking

## HEADLINERS CLUB

221 West 6th Street | Suite 2100  
Austin, Texas 78701

Kindly reply by Tuesday, May 7, 2019 to [june.cook@ustrust.com](mailto:june.cook@ustrust.com).

Complimentary self-parking will be provided at the garage of the Chase Bank Tower.

## PANELISTS *(Click on name for bio)*

### Ben Koch

Managing Director, Senior Investment Banker, Global Banking & Markets,  
Bank of America Merrill Lynch

### Lynne Pantalena

Managing Director, Wealth Strategy Executive, Bank of America Private Bank

### Seth Robinson

President and Founder, In Charge Electric Services

## MODERATOR

### Andrew P. Tanner

Managing Director, National Senior Manager, Bank of America Private Bank

## ABOUT THE EVENT

Selling or transitioning a company can be the largest and most important deal of a business owner's career. As baby boomers consider retirement and successful entrepreneurs look toward the future, many entrepreneurs are not well prepared to give up company ownership or are unsure what to do next. Hear from a panel of professionals who will provide insights and strategies for the challenges business owners face when deciding what the next step is for their business.



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## ABOUT THE SPEAKERS

### Ben Koch

Private Managing Director, Senior Investment Banker, Global Banking & Markets  
Bank of America Merrill Lynch

Ben Koch is a Managing Director within the Investment Banking practice of Bank of America Merrill Lynch. Ben has extensive corporate finance and investment banking experience spanning over 20 years and comprising over \$50 billion of M&A transactions and \$40 billion of financing transactions in sectors such as Technology, Consumer and Industrial. He has advised on numerous M&A assignments, including sell-side and buy-side transactions, joint ventures, leveraged buyouts as well as executed numerous debt and equity financings including several IPOs, convertible debt, follow-on equity and bond offerings.

Ben began his investment banking career in 1999 at Salomon Smith Barney / Citigroup where he spent 9 years covering clients from offices in New York, Palo Alto and Dallas. Prior to joining Bank of America Merrill Lynch, Ben was a Managing Director at JP Morgan.

Ben received his M.B.A. from NYU's Stern School of Business and his B.B.A. from Southern Methodist University. He resides in Dallas with his wife and their two boys.

### Lynne Pantalena

Managing Director, Wealth Strategy Executive  
Bank of America Private Bank

Lynne Pantalena is a Managing Director and Wealth Strategy Executive for the Central and West Divisions at Bank of America Private Bank. Lynne leads the Central and West Division's wealth strategists in developing planning strategies for Private Bank clients. These professionals consult with clients to develop customized approaches for diverse needs, including tax and estate planning services, business succession, pre- and post-liquidity event strategies, family wealth education, and philanthropy. They also coordinate the involvement of other professionals from investment, fiduciary and banking disciplines, as needed, to address the unique needs of each client.

Lynne is responsible for enhancing the effectiveness of the wealth strategists within the Divisions. She emphasizes the importance of listening, fostering a client-focused ethic that is grounded in the nuances of each relationship. Lynne facilitates a thorough process by which wealth strategists delineate a client's goals and then identify the resources and offerings to advance client aims. Lynne also leads hiring for the Division; she is proud of the experience, knowledge, and commitment that her team brings to client engagements.

Before assuming her current position, she was the Northeastern Wealth Strategies Regional Executive for Bank of America. Prior to joining the bank, Lynne was an attorney in a private practice.

Lynne received her B.S. in Human Services from New Hampshire College, M.P.A. from New York University, J.D. from Quinnipiac University and LL.M. from Boston University. She is a member of the Chicago Finance Exchange, and former member of the board. She has served as a Trustee of the LaRabida Children's Hospital on Chicago's South Side, as treasurer of Watershed Center for the Arts and president of the Guilford Arts Center and is a member of the planned giving advisory board of the Lyric Opera of Chicago.

In her role at Bank of America Private Bank, Lynne does not provide legal advice.

*(Navigate by clicking the link below)*

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## Seth Robinson

President and Founder, In Charge Electric Services

Seth is the President and Founder of In Charge Electrical Services and a Partner at 340 Partners. He is responsible for business development, branch expansion, company operations and strategy. Seth began his electrical career as an apprentice working for a medium sized, family owned electrical construction business which was subsequently acquired by a publicly traded company. He has experience in all aspects of electrical construction including: service technician, field electrician, field-supervisor, estimator, and branch manager. Seth left the public company in 2007 to start his own electrical construction firm. In less than 7 years he grew In Charge from 3 employees in Austin to one of Texas's leading electrical contractors with 5 locations. In 2015, Seth aligned with 340 Partners to help In Charge continue its growth. Seth holds a Master Electrician License in the state of Texas. He enjoys spending time with his family, wife Taryn, and three children, Grant, Dylan, and Luke.

## Andrew P. Tanner

Private Business and Real Estate Executive  
Bank of America Private Bank

Andrew P. Tanner is a Managing Director and Private Business and Real Estate Services Executive within the Specialty Asset Management group at Bank of America Private Bank. In this role, Andrew leads a team that manages equity investments in private companies (closely-held) that are held in trust, estate, and investment management accounts. He also leads a team that manages real estate investments of office, retail, industrial, apartments, residential and urban land assets throughout the United States.

Prior to joining the Private Bank, Andrew served as director of Specialty Assets and Fiduciary Investments for First National of Nebraska. He also worked for Bank One Corporation as a regional director of Closely Held Asset Management and investment manager for all Employee Stock Ownership Plans (ESOPs).

Andrew earned his B.B.A in Management from Tiffin University, and a M.B.A. from Ohio State University. He holds a Chartered Financial Analyst (CFA®) designation and has served as President of the National Trust Closely Held Business Association from 2008 to 2009.

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