

# International Institute for Business Information & Growth: Collard Speaks on Mining Value From Underperforming Companies

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Annapolis, MD 21403

## Conference:

2007 Distressed & Turnaround Investment Forum  
Capital Investments -- Corporate Restructuring -- Turnaround Strategies  
Creating Win-Win Opportunities in the Mid-Market to Large-Cap Sectors

## Host:

International Institute for Business Information & Growth  
(212) 300-2520 [www.iibig.com](http://www.iibig.com)

## Venue:

The Flamingo Las Vegas  
(888) 902-9929 [www.FlamingoLasVegas.com](http://www.FlamingoLasVegas.com)

## Date:

September 24, 2007  
10:30 AM  
Panel Discussion

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, there is a growing need to employ 'big-picture' strategies that utilize both corporate restructuring and turnaround management savvy; in addition to financial and capital market innovations.

Creating 'win-win' opportunities in this market requires the marshalling of clever and multi-layered capital market, legal and accounting strategies. In addition, and more importantly, corporate restructuring and turnaround strategies must also be deployed to complete the process of mining value from underperforming and troubled companies.

There are many conferences that focus on the narrow subject of distressed 'debt.' But the issues and opportunities that revolve around debt in troubled companies are only part of the marketplace of investing successfully in the whole distressed and turnaround market. This Forum is the place where professionals representing solutions and strategies in this highly sophisticated and lucrative market will

meet and discuss ideas and outcomes.

Panel:

Mining Value From Underperforming & Troubled Companies

Moderator:

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

Panelists:

Richard W. Wirth, CEO, Corporate Renewal Services, Inc.

Mark E. Chesen, President, National City Capital Markets

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

Mr. Collard said “there is real value-added realized when investors bring in turnaround professionals to run a company or advise private equity investors on investing in underperforming companies in which they want to invest. They bring a unique leadership style to focus on the immediacy of changes required. 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)

[Distressed & Turnaround Investment Forum Agenda](#)

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

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