



Distressed Healthcare OPPORTUNITIES SYMPOSIUM

March 25, 2010 | The Waller Lansden Conference Center | Nashville, TN

Agenda

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Produced by:



- 7:30 – 8:30 Symposium Registration
- 8:30 – 8:45 Introduction and Welcoming Comments by the Symposium Chair
- 8:45 – 9:45 **DISTRESSED OPPORTUNITIES: WHERE ARE THE HEALTHCARE DEALS COMING FROM IN 2010?**
This interactive panel discussion will include experts' views on the market for healthcare deals in challenged sectors in 2010 and beyond.
- Moderator:
Eric B. Schultenover, *Partner*, WALLER LANSDEN DORTCH & DAVIS, LLP
- Panelists:
Marc A. Cabrera, *Managing Director*, MORGAN JOSEPH & CO. INC.
Kevin Carden, *Senior Vice President*, THE ZIEGLER COMPANIES, INC.
- 9:45 – 10:00 *Morning Break*
- 10:00 – 11:00 **STRATEGIC ACQUIRERS' PERSPECTIVES ON DISTRESSED DEALS**
This discussion, taken from the strategic acquirers' perspectives, will include their views on the asset types they expect to see in play and what motivates these players to make the deal.
- Moderator:
J. William Morrow, *Partner*, WALLER LANSDEN DORTCH & DAVIS LLP
- Panelists:
John W. (Wally) Dant, III, *President & CEO*, SUNCREST HEALTHCARE, INC.
Jeff Puckett, *Corporate Vice President*, CHRISTUS HEALTH
Joseph A. Sowell, III, *Senior Vice President and Chief Development Officer*, HCA, INC.

11:00 – 12:00 **THE ACQUISITION GAME AT WORK**

Prior to making a distressed asset acquisition, market players will need to understand the unique issues involved – issues that can be significantly different than a standard transaction. This panel will discuss how to play this game.

Panelists:

Katie Grainer Stenberg, Partner, WALLER LANSDEN DORTCH & DAVIS LLP

Michael Keller, Managing Director of Restructuring,
CAPITALSOURCE FINANCE LLC

Robert F. Mattix, Managing Director, FTI HEALTHCARE

12:00 – 1:15 *Group Luncheon*

1:15 – 2:15 **THE ATTRIBUTES OF A HOSPITAL TURNAROUND**

Leading a turnaround of a distressed hospital can be a daunting task. Only those with the best knowledge will be in prime position to succeed. This discussion will focus on strategies for leading an organizational turnaround.

Moderator:

Michael Alexander (“Trey”) Crabb, III, Principal,
STROUDWATER ASSOCIATES

Panelists:

Doug Johnson, Vice President, QHR INTENSIVE RESOURCES

Dennis J. Patterson, Chairman,
COLLABORATIVE FOR LEADERSHIP EXCELLENCE

Louis E. Robichaux IV, Managing Director and Head of Healthcare
Turnaround and Restructuring Practice, BRIDGE ASSOCIATES LLC

2:15 – 2:30 *Afternoon Break*

2:30 – 3:30 **PANEL: PRIVATE EQUITY PERSPECTIVES ON THE MARKET FOR DISTRESSED DEALS**

Private equity firms have long been a leading player in the healthcare acquisition market. This discussion will focus on private equity perspectives on how they see the distressed acquisition market.

Moderator:

Matthew Ryan, Vice President, HOULIHAN LOKEY

Panelists:

David Hartheimer, President, CLEARBID CAPITAL

James M. Usdan, Operating Partner, COUNCIL VENTURES, L.P.

3:30 – 4:30 **THE EFFECT OF REFORM ON DISTRESSED OPPORTUNITIES**

Moderator:

J. Reginald Hill, Partner, WALLER LANSDEN DORTCH & DAVIS, LLP

Speaker:

Matt Eirich, *Practice Manager*, THE ADVISORY BOARD COMPANY

Michael Sandnes, *Managing Director*, EXECUTIVE SOUNDING BOARD ASSOCIATES

4:30 – 4:45 Closing Comments from Symposium Chair

5:00 – 6:30 Symposium Reception
at the
Hermitage Hotel