

## Past Events - Detail Page

**Title:** Luncheon Meeting June 20  
**Category:** Austin Lunch Meeting  
**Location:** The Metropolitan Club, Sears Tower, 66th Fl  
**Start Date:** June 20, 2006  
**End Date:** June 20, 2006  
**City:** Chicago  
**Description:** Time: 11:30am – 1:15 pm

### Fewer Zeroes, Greater Returns

Opportunities for Professional Investment in the Small Business Market

#### Moderator

**Adam Schecter, Managing Partner, WHI Capital Partners**

#### Panelists

**Kevin Murdock, Founder & Principal, The Legacy Network**

**Darren Snyder, Managing Director, Prairie Capital**

**Adam Schecter** has more than 17 years of investment and transactional experience. Prior to founding WHICP, Mr. Schecter was a partner with New World Ventures and a senior team member of The Pritzker Group, a private equity firm that makes minority investments in early stage information technology companies and controlling investments in middle market manufacturing and industrial companies. Before joining The Pritzker Group and New World Ventures, Mr. Schecter was an executive with Baxter Healthcare Corporation where he oversaw M&A activity and venture related investments. He also established and supervised Baxter's strategic joint ventures.

Previously, Mr. Schecter was a senior corporate attorney with Katten Muchin Rosenman LLP in Chicago where his practice focused on leveraged buyout transactions, securities matters and general corporate representation for middle market companies. Before that, Mr. Schecter was a Senior Accountant with Arthur Andersen & Co. in Washington D.C. where he led in-depth financial due diligence and accounting systems reviews for M&A transactions. Over the course of Mr. Schecter's career, he has been involved with over a hundred transactions and businesses in his capacity as investor, manager and advisor. Mr. Schecter has a BS with honors in Accounting and Finance from the University of Virginia's McIntire School of Commerce and a JD, magna cum laude, from the University of Illinois College of Law. Mr. Schecter is also a Certified Public Accountant.

**Kevin Murdock** founded The Legacy Network in 2005 with the purpose of developing a network of practical business leaders who are committed to being owner-operators and who desire to build upon the legacy of the founder/owner of the company they purchase. The Legacy Network is a privately funded, long term investor where at least one person from The Legacy Network takes an active part in the day-to-day management of each portfolio company. Because of its private funding, The Legacy Network buys companies explicitly without an exit strategy and this allows us to implement novel transaction structures that fairly reward sellers while setting up the company for success. The Legacy Network has five portfolio companies and a 100% success rate from Letter of Intent to closed transaction.

Prior to founding The Legacy Network, Mr. Murdock worked with McKinsey & Company in its Chicago Office for seven years where he focused on growth strategy, the implementation of strategy and operations improvement programs. He concentrated on long term engagements leading new initiatives through to successful implementation. Before that, Mr. Murdock was a professor at Stanford Business School where he taught "Strategic Management" and "Corporate Strategy and Implementation".

Mr. Murdock graduated *summa cum laude* from Princeton University with a BSE in Operations Research and

additional degrees in Engineering Physics and from the Woodrow Wilson School of Public Affairs. He further has a Ph.D. in Economics from Stanford University where he studied contract theory with a focus on building trust between parties.

**Darren Snyder** joined Prairie Capital in 1998. He has marketing, direct investment, and portfolio management responsibilities for the firm.

Mr. Snyder has over 15 years of experience in financing and growing middle-market companies, directly leading over a dozen equity and mezzanine investments over the past seven years with Prairie. Mr. Snyder currently maintains board responsibility for a portfolio of seven equity and mezzanine investments. Mr. Snyder is currently Chairman of Openfirst Holdings and Nicoat. Mr. Snyder also serves as a board member for GPA, Optronics, and American Changer.

Mr. Snyder has served on the Board of the National Association of Small Business Investment Companies, and is a former President of the Midwest Regional Association of SBICs. Mr. Snyder is also a board member of the Illinois Venture Capital Association (IVCA), currently serving as Co-Chair of the Legislative Committee of that organization as well as the Treasurer of its political action committee.

Before joining Prairie Capital, Mr. Snyder worked closely with privately-held businesses as a Vice President for American National Bank and Trust Company (now part of J.P Morgan Chase). Prior to joining American National, Darren was a commercial underwriter for an insurance company, and owned and operated a family-held business.

Mr. Snyder graduated *magna cum laude* from Drake University with a BA in Economics. He received an MBA from the University of Chicago.

#### **Registration Fees**

\$40.00 ACG Members Registered by June 16

\$50.00 ACG Members Registered after June 16

\$55.00 Non-ACG Members

#### **Cancellation Policy**

All cancellations received in writing to [Chicagoacg@acg.org](mailto:Chicagoacg@acg.org) no later than 5pm, June 19 will receive full credit. All no shows will be invoiced. Payment is expected at the time of registration.

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