



Dealmaking (Track II), Mid-Career

3+ years of experience as a licensing professional (IP, licensing, and/or valuation)

This track starts on Friday with an overview of the due diligence process, and focuses on technical, legal and financial diligence. We will continue Saturday with modules on valuation and negotiations, both taught at a mid-career level. We will wrap up on Sunday with a session on strategies to close and live with the deal. There will also be a panel discussion on work-life balance.

This course should sharpen your dealmaking skills through experiential learning and hands-on activities, and broaden your network through the LES community.

Please find below a scheduled program with faculty:

Detailed profiles are available by selecting each faculty member's name

TIME	SESSION	SPEAKERS
FRIDAY 10/17		
1:00PM-5:00PM	Due Diligence	<u>Sam Mercer</u> , <u>Jayde Wood</u>
SATURDAY 10/18		
8:00 AM – 12:00 PM	Valuation II	<u>Efrat Kasznik</u> , <u>Adam Falconer</u> , <u>Sam Wiley</u>
1:00PM-5:00PM	Negotiation II	<u>Gillian Fenton</u> , <u>Bob Held</u> , <u>Ian DiBernardo</u>
5:00PM-6:00PM	Wellness Panel/Practice Management, work-Life Balance	<u>Arpi Siyahian</u>
SUNDAY 10/19		
8:00AM-12:00PM	Licensing as a Business Strategy	<u>Karthika Perumal</u> , <u>D.C. Toedt</u> , <u>Jennifer Vanderhart</u>

To register please visit [LES Academy – LES USA-Canada 2025 Annual Meeting BOSTON](#)

