

Leads. Resources. Results.

Leveraging membership in ACG OC to drive your business and career.

Hundreds of professional organizations in Southern California cater to a myriad of specific markets and business interests. But only one stands as the hub of professional services knowledge, leadership, and networking in Orange County — the Association for Corporate Growth, Orange County chapter (ACG OC).

Yet, given today's turbulent economic environment, can you afford to join?

The answer is simple: You can't afford not to, especially in a time of uncertainty, because knowledge-sharing and networking are more important than ever to survival and success.

ACG OC is the premier umbrella organization of business leaders dedicated to helping one another generate the leads and resources they need to deliver results, grow their business, and advance their careers.

We know the people and companies who make things happen

Orange County is the nexus of Southern California's economic engine. Draw a 90-mile radius from the heart of Orange County and you've captured the lion's share of middle market activity in the region. For over 25 years, ACG OC has provided its members unprecedented access to the leaders of this middle-market development and growth. At nearly 400 members and growing, our membership is composed of:

- Corporate development officers
- Private equity investors
- Investment bankers
- Banks and finance companies
- Transactional law attorneys
- CPAs
- Marketing communications experts
- Real Estate firms
- Other professional service firms focused on building value in middle-market growth companies

No veneer, just business opportunity after opportunity

A professional organization is defined not just by its mission, but also by its culture. What makes membership in ACG OC valuable is its unique culture; our only aim is to help one another drive business. No veneer, just opportunity after opportunity to connect with people who can help you. Ours is a community committed to collaborative partnerships and world-class service to one another to enhance business development and build strong, mutually beneficial relationships.

According to Tracy Albert, ACG OC President and Managing Director of Houlihan Lokey Howard & Zukin, an international investment bank, "ACG OC is where business happens. Whether you are an existing member or are considering joining, ACG OC has something for everyone. You'll find a multitude of events, activities, and programs to help you connect with the faces you want to meet in Orange County to support your networking and business development efforts."

ACG Orange County is the premier association for professionals involved in corporate growth, corporate development, and mergers and acquisitions for mid- to large-sized companies in Southern California and beyond.

Focus on Results

The heart of ACG OC lies in its focus to create opportunities for members to network and interact with other members through events and educational programs, committees and pods, and one-on-one meetings. These three areas of activity are highly integrated and form the basis of core benefit for its members — access, involvement, and success.

- **Events and Educational Programs**

Events: ACG Evening Events are the highest-profile, premiere networking events on our calendar. We organize and host 10 to 12 evening events each year. Each is focused on a specific theme such as Private Equity, Annual Awards and Taste of ACG OC.

Events typically run from 5:00 p.m. to 7:30 p.m. on the second Thursday of the month and usually feature a specific theme as well as dinner and cocktails with thought leaders from the Orange County business community. Past events have featured such luminaries as John Wooden. Depending on the event, attendance ranges from 100 to 500+ and includes a mix of ACG OC members and non-members from the Orange County, Los Angeles and San Diego business communities.

Educational Programs: ACG Academy is the professional development and education arm of ACG OC that concentrates on professional education and topical information. In addition to excellent networking opportunities, the events are designed to refine knowledge or techniques that will directly result in new business opportunities. The Academy hosts six to eight breakfast events each year. Each event is focused on an aspect of professional or educational development such as improving networking and

business development skills, reacting to current market conditions, understanding business trends, etc.

The events run 7:30 a.m. to 9:30 a.m. on the third Thursday of the month and usually feature a speaker or panel of thought-leaders from the Orange County business community. Past events have included an economic forecast from the Federal Reserve, Effective Networking and Brand-Based Strategic Planning. Event attendance is usually 75 to 125 people and includes a mix of ACG OC members and non-members from the Orange County, Los Angeles and San Diego business communities.

- **Committees and Pods**

Committees: Joining an ACG OC committee is the best way to network within the organization and grow your rolodex. Our committees perform the most important work of the association, and provide the unparalleled access to Orange County business leaders. Committees include:

- Academy
- ACG Cup
- Annual Awards
- Corporate Relations
- Events
- Leads & Resources
- Marketing
- Membership
- Networking
- Past Presidents
- Private Equity
- Sponsorship
- Strategic Planning

PODs: POD stands for Professionals Opening Doors. PODS were developed as a way to help ACG OC members better leverage their membership. A POD is a smaller networking group created with the sole purpose of helping members develop relationships and refer business. How PODs work is simple: One or two members sponsor the POD, 8 to 10 other members join, and these members meet on a regular basis to build relationships, trade industry intelligence, and share new business leads. As participants find value and build relationships, they split off into their own PODS to continue the flow of business and leverage an ever increasing number of potential referral partners. Other POD members stay with the same group for several years in order to build greater depth & breadth with each member.

- **One-on-One Meetings**

The real benefit of ACG OC membership is found in the countless one-on-one meetings that result from initial contacts at events, educational programs, committee meetings and activities, and POD involvement. One-on-one meetings are where competitors become collaborators; where service providers become partners; and where strangers become friends.

Advance your business and advance your career by joining ACG OC. Please contact Erin Bello, ACG OC Executive Director, at Director@acgoc.org or 714-259-1229 or visit the website at www.ACGOC.org.

Benefits of ACG Orange County membership

Professional Development

- Intellectual capital and knowledge exchange
- Personal branding and business development
- Collaborative partnerships and relationship building
- Access to Orange County's leading professionals in corporate growth
- Opportunities for business development

World-class Events and Educational Programs

- Private Equity Night
- Lenders Exchange
- Industry Awards Banquet
- Speaker Series
- Monthly Socials
- ACG Academy

Subscriptions to ACG National Publications

- Thompson M&A Newsletter
- ACG National's "The Dealmaker's Journal"

National Footprint and Service Provider Network

ACG National stands at more than 9,000 members representing Fortune 500, Fortune 1000, FTSE 100, and mid-market companies in 48 chapters in North America, Europe and soon Asia. Membership in the OC chapter provides:

- Listing and professional profile in Orange County and ACG national database
- Access to ACG OC and national member directory for members only

Online Resources:

- "Members Only" access to resource / knowledge library at ACG Orange County website
- ACG OC's deal exchange
- Job bank and employment opportunities