

SOUVENIR OURNAL

THE GARDEN CITY HOTEL GARDEN CITY, NEW YORK

# ig angle Message From Our CEO $ig\langle$

Dear Esteemed Eminae Members and Guests,

As we gather tonight for Eminae's Signature Holiday Black Tie Reception, I am filled with immense pride and gratitude. This evening is a testament to our journey together, marked by growth, success, and a collaborative spirit.



Reflecting on the past year, I'm inspired by the milestones we've achieved as a community. Our educational roundtables, CEO forums, masterminds and social mixers have not only strengthened our network but also enriched it with valuable connections and insights. Tonight, we celebrate your dedication and hard work, recognizing the remarkable achievements of our members.

Looking forward, Eminae is poised for a bright future filled with opportunities. With your support and participation, our plans and visions promise to elevate our journey to new heights. Our shared commitment to Education, Collaboration, and Celebration remains the cornerstone of our success.

As we enjoy tonight's festivities, let's toast to our accomplishments, the friendships we've formed, and the vibrant M&A ecosystem we've created. This celebration reflects our collective efforts and the promising future that awaits us.

I thank you for being an integral part of Eminae's story. Your engagement and contributions are invaluable, and I am excited about what we will achieve together in the years to come.

As we bid farewell to this year and welcome the new, I wish you a joyous holiday season and a prosperous 2024. May our paths continue to cross meaningfully, fostering growth and success for each of us.

Enjoy the evening, engage in profitable conversations, and make this a night to remember.

Warm regards,

Kyle Griffith
CEO and Founder
Eminge Network

Managing Partner
The NYBB Group



#### EMINAE'S SIGNATURE

# Holiday Black Tie Reception

Eminae's Signature Black Tie Reception is a premier event that encapsulates the culmination of a year's dedication and success within the M&A industry. It is a celebration that brings together the brightest minds, offering unparalleled networking opportunities, recognition of achievements, and a festive commemoration of the year's successes.



#### AGENDA

#### THE GARDEN CITY HOTEL - SECOND FLOOR

6:00 PM TO 6:30 PM GUESTS CHECK-IN

#### **COTILLION ROOM**

6:30 PM TO 7:30 PM COCKTAIL RECEPTION
MEET AND GREET SESSION
"WHO DID YOU MEET" (SEE YOUR ENVELOPE)
STEP & REPEAT AUTO PHOTO
GROUP PHOTOS

#### **SOCIETE SUITE**

7:30 PM TO 9:25 PM
GUESTS TRANSITION TO THE BUFFET DINING ROOM

#### INTRODUCTIONS

KYLE GRIFFITH, CEO & FOUNDER OF EMINAE PLATINUM SPONSOR: CAUSE OF A KIND

#### **BUFFET DINNER**

**KEYNOTE: BERT LURCH-CEO & CO-FOUNDER OF ECM** 

INTRODUCTION OF AWARDEES

**DANCE FLOOR OPENS** 

9:30 PM TO 10:15 PM

**SAYING GOODBYES** 

10:15 PM 10:30 PM

WISHING ALL A SAFE JOURNEY HOME AND INTO 2024 2023 HOLIDAY RECEPTION ENDS!



# \ About Eminae

Eminae Network is an exclusive, membership-based organization that brings CEOs, investors, and elite trusted advisors together. We focus on advising and educating companies on maximizing the value of their exit or acquisition strategies. Eminae Network is dedicated to providing long-term strategies for organic or acquisition-based growth, helping forward-thinking businesses build value for a successful exit.

Our comprehensive suite of educational events includes round tables, CEO forums, CEO and advisor masterminds, and workshops. With a commitment to creating the #1 global Mergers and Acquisitions (M&A) ecosystem, Eminae Network cultivates a unique, collaborative environment where business leaders and advisors can access exclusive resources and support tailored to their specific needs and goals.

At Eminae, we are driven by our core values of Educate, Collaborate, and Celebrate. We strive to create a vibrant community where members can share knowledge, forge meaningful connections, and celebrate their successes together. Our mission is to be the premier destination for CEOs, investors, and advisors looking to maximize the value of their business endeavors.

**Our Core Values** 







We Collaborate and serve as a resource for our advisors and CEOs

We Educate and bring Value to the Small Business Community We Celebrate and Acknowledge the wins of our CEO clients and fellow Advisors' accomplishments

# Our Sponsors

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# Our Keynote Speaker

### **BERT LURCH**

**CO-FOUNDER & CEO OF ECM** 

Healthcare Business Owner | Entrepreneur Advocate | E Central Medical Management

Bert Lurch is Co-Founder and CEO of E Central Medical Management (ECM) and oNet Systems LLC, two Long-Island based full-service medical billing and practice management firms. After graduating from SUNY Old Westbury, Bert began his career at Northwell's LIJ Medical Center. He and his business partner, Louis Burke, founded ECM in 1999. oNet, which is focused exclusively on out-of-network physicians and facilities, was founded in 2020.

As the industry becomes more complex, Bert has ensured that ECM has evolved beyond providing standard billing and collection services to a full-service firm offering consulting and compliance. Healthcare as an industry changes at lightspeed and most medical providers and organizations are unable to keep pace with the shifting regulatory, reimbursement, and business environment. Over the years, ECM has grown to include a team of professionals who are available to assist providers with the multitude of factors that affect practice management.

Bert's business philosophy is that business owners need to leverage two primary things: technology and human capital. Technology can often close the gap caused by inefficiencies. Choosing the right technology is an essential ingredient to the success of any business. In terms of human capital, Bert has seen first-hand the benefits of embracing a diverse workforce. He believes that companies can find that there is great talent available when they are open to hiring diverse candidates. Embracing this philosophy has been one of the keys to success for Bert, propelling the growth of ECM and enabling him to expand with the launch of oNet.

Bert is active in the business and non-profit community, serving as President of the Health and Business Alliance, a consortium of healthcare, non-profit and business entities. He serves on the boards of both Big Brothers Big Sisters of Long Island and the Queens Chamber of Commerce, where he co-chairs the Health and Wellness Committee. Bert is also an advocate for Diversity, Equity & Inclusion (DEI).



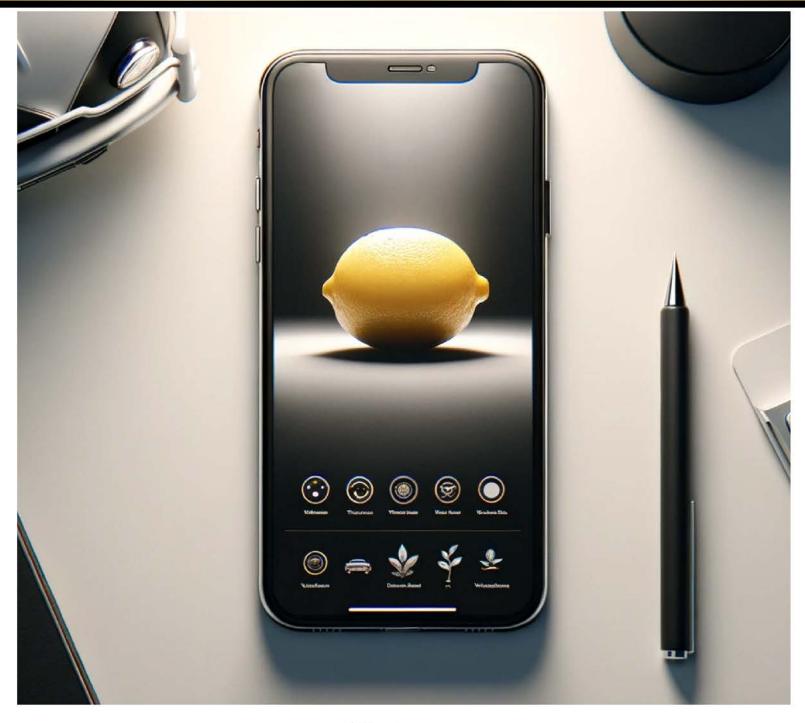
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### Kludg e.

(klooj) - a workaround or quick-and-dirty solution that is clumsy, inelegant, inefficient, difficult to extend and hard to maintain.

This app looks great, works smoothly, and is loaded with features. Why aren't we releasing it yet? Because it's a kludge.

At Cause of a Kind, we don't just look at the surface. Sure, our apps appear perfect at first glance. But we dig deeper. We inspect every line of code, scrutinize every function, and question every feature. Why? Because we know that true quality lies beneath the surface. A kludge is an elegantly disguised mess - hastily patched-together code that might work now but spells disaster down the road.

We caught a kludge hiding in our latest project. It was cleverly concealed, but our expert, eagle-eyed developers spotted it. It would have been slow, buggy, hard to maintain, and wrought havoc on budgets and goals.

So, we're fixing it. We're delaying our launch because we'd rather be late than sorry. We're dedicated to delivering software that's not just good to look at but great to use - now and into the future.



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Anthony Tomaro, CPA
Partner, Consulting Services Leader
atomaro@grassiadvisors.com | 212.223.6017

grassiadvisors.com



Doug Rowe and his Partners join in wishing all the members of Eminae a happy holiday season.





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We proudly support the
Green Building
Council
and congratulate
Tritec Real Estate
and
Don Clavin
as this
year's Honorees.



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#### WISHING ALL EMINAE MEMBERS A

# JOYFUL HOLIDAY SEASON!

May your season be filled with joy, peace, and wonderful moments.

As you plan for the upcoming year, remember that our dedicated and experienced team is here to support your mergers and acquisitions business endeavors.

Here's to a prosperous and successful year ahead!

-Anthony, Lou, Kyle and The NYBB Team



Contact us for expert advice on:

- √ Selling a Business
- √ Buying a Business
- √ Business Valuations
- ✓ Exit Strategies
- √ Commercial Real Estate
- 631.390.9650
- info@thenybbgroup.com
- www.TheNYBBGroup.com



# Congratulations to all Honorces!

- ✓ NFN provides a suite of resources that help business owners:
- Discuss Business Succession Planning
  - Reward Key Employees
- Protect Personal & Business Assets
- **⋘** Develop a Continuity Plan
- ✓ Develop an Exit Strategy



Robert DePalo, Jr., JD, CExP, AEP

Director of Business Planning | robert\_depalo@natfin.net

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# Award Categories

# EMINAE CHIEF EXECUTIVE BEACON AWARD

Visionary Leadership and Achievement

Honoring a CEO whose remarkable journey and achievements have become a guiding light and inspiration within our Eminae community.

# EDUCATION EXCELLENCE AWARD Eminge Most Insightful Educator

Recognizing the member who has provided the most outstanding educational content, driving the Eminae community forward with insightful and valuable learning experiences.

# EMINAE SOCIAL CHAMPION AWARD Eminae Celebration Advocate

Recognizes a member for their outstanding presence and spirit at social events, embodying the joy of the Eminae community.

# EMINAE CEO TRAILBLAZER AWARD Exceptional Entrepreneurial Progress

This award celebrates a CEO member who has demonstrated exceptional growth and progress within the Eminae CEO Network. It honors an individual who has not only made significant strides in their own business but has also actively contributed to the enrichment and advancement of the CEO Mastermind community.

# ADVISOR RECOGNITION AWARD Outstanding Service and Engagement

The Eminae Advisor Recognition Award with the category of Outstanding Service and Engagement will honor advisors who have shown exceptional dedication and have actively contributed to the success and growth of the Eminae community.

# MASTERMIND MENTORSHIP AWARD Eminae Mastermind Maestro

Awarded to the member who has not only been a steadfast participant in our member mastermind sessions but also contributed significant value, wisdom, and guidance to the Eminae community.

COLLABORATION CHAMPION AWARD
Eminae Referral Leader

Celebrating the spirit of synergy, this accolade is awarded to the Eminae member who has contributed the highest number of valuable referrals, strengthening our network of professionals.

COMMITTEE CONTRIBUTOR
AWARD
Eminae Committee Devotee

In recognition of unwavering commitment, this award is presented to the member who has dedicated their time and expertise to enhance Eminae's initiatives through active committee involvement.

### Awardees

### EMINAE CHIEF EXECUTIVE BEACON AWARD

Visionary Leadership and Achievement



Healthcare Business Owner | Entrepreneur | Advocate E Central Medical Management

EDUCATION EXCELLENCE
AWARD
Eminae Most Insightful Educator

MASTERMIND MENTORSHIP
AWARD
Eminae Mastermind Maestro

EMINAE SOCIAL CHAMPION AWARD Eminae Celebration Advocate



COLLABORATION CHAMPION AWARD

Eminae Referral Leader



Partner, Consulting Services
Leader
Grassi & Co., CPA's P.C.

EMINAE CEO TRAILBLAZER
AWARD
Exceptional Entrepreneurial Progress



Owner - Photographer Carolina Luna Photography



Owner Neir's Tavern Inc.

# ADVISOR RECOGNITION AWARD

Outstanding Service and Engagement



Corporate Attorney Markotsis & Lieberman, P.C.



Intellectual Property Attorney Bodner & O'Rourke, L.L.P.

### Awardees

#### **COMMITTEE CONTRIBUTOR AWARD Eminae Committee Devotee**







JASON KOHL

SBA Lender Kohl Capital Associates









GEOFF BRUSKIN

**Senior Talent** 

Acquisition Consultant | M&A Broker











### Congratulations to Eminae Network on their First Annual Signature Black Tie Reception!

Erin Hoffman
Financial Advisor
Certified Financial Services, LLC (CFS)

Happy Holidays and A Prosperous 2024 To All!!

Erin educates and empowers women and entrepreneurs in financial wellness, guiding them in organizing and prioritizing their finances. She's a board member for both the NJ National Women in Roofing Association and the NJ Association of Women Business Owners.

#### Licenses

- Series 7, 66
- Life, Accident & Health,
- Long Term Care

I invite those in need of any service listed above to contact me to set up a discovery discussion at (973) 525-4015 or ⊠email: Erin.Hoffman@cfsllc.com https://www.cfsllc.com/erinhoffman



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(Note: Equal Holiday Representation)









### Stewardship Masters International, Inc.

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WINNIE BENJAMIN

Legacy Development &

Sustainability Advisor (LDSA)



# Congratulations to the Honorees!

Wishing All Attendees Happy Holidays & A Prosperous 2024!

winnie@stewardshipmasters.com www.stewardshipmasters.com -718 598 5987





Stephen Alberti
Commercial Insurance Broker

# Congratulations to All Honorees!

# Wishing all, happy holidays and prosperous 2024!

Steve with 40 years of experience, helps startup and established businesses navigate the complex work of insurance; ensuring they have the coverage they need to protect their assets so that they thrive peacefully in their respective industry.

Read about Steve at: https://www.rampartinsurance.com/

Contact Steve at (631) 680-3414 | Email:alberti@rampartinsurance.com





Ezra Fireworker

MBA, CSAF

Wishing all Happy Holidays & A Prosperous 2024!



Dedicated, Cost Accountant provding Quality Due Diligence for Business and Property Acquisitions. For over 20 years, Ezra has been helping Mid-Size to Fortune 500 Companies get a clear perspective of their revenue performance so that they mdake Optimal business decisions.

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#### **Lead Generation**

For anyone who specifically targets CPAs and Accountants.

#### **GET IN TOUCH WITH ONE OF OUR PARTNERS**



Geoff Bruskin Founder & Managing Partner

geoff@whitetigerconnections.com

860-227-1480



Leah Roderick
Co-Founder &

leah@whitetigerconnections.com

912-237-8626

www.whitetigerconnections.com



VERA MOORE Founder & CEO Vera Moore Cosmetics, Inc



# Celebrating 45 years of family business operation.

Wishing all a very happy holiday season and a prosperous 2024!!



WWW.VERAMOORECOSMETICS.COM

### **EARLY BIRD REGISTRANTS**

NAME	BUSINESS	CONTACT INFORMATION
ANDY JACOBS	<b>Gravitas Marketing Strategies</b>	aj@gravitasms.com
ANTHONY TOMARO	Grassi & Co., CPA's P.C.	atomaro@grassicpas.com
DOUGLAS LIEBERMAN	Markotsis & Lieberman, P.C	dlieberman@mlesq.com
DR NAY-RENEE WHITE	Renee's Way, Inc	drnayblog@gmail.com
ERIN HOFFMAN	Certified Financial Services	Erin.hoffman@cfsllc.com
EZRA FIREWORKER	EZF Balance	ezra@ezfbalance.com
GEOFF BRUSKIN	White Tiger Connections	geoff@whitetigerconnections.com
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KENNETH PISCHEL	Dynamic Business Consultant, LLC	kpishchel@gmail.com
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PENNY MENDLESOHN	Mcfar Contractors	penny@mcfarcontractors.com
RICHARD STERN	Bloom Hochberg	rstern@bhcpas.com
STEPHEN BRODSKY	Mazzola Lindstrom, LLP	stephen@mazzolalindstrom.com
SUSAN GANZ	Strategic Solutions	susan@ganzstrategic solutions.com
WINNIE BENJAMIN	Stewardship Masters Intl	winnie@stewardshipmasters.com

We raise a toast of deep appreciation to our Early Bird registrants!

Your proactive steps in registering early have

helped weave the fabric of this joyful event!

May the spirit of the season fill your
hearts with happiness and peace!



# **EMINAE'S ADVISORS' DIRECTORY**

NAME BUSINESS INDUSTRY

Andrew	Abramowitz	Andrew Abramowitz, PLLC	Attorney (Corporate)		
Andy Jacobs		Gravitas Marketing Strategies	Digital Marketing		
Anthony Tomaro		Grassi & Co., CPA's P.C	Consulting		
Avi Sinensky		Rivkin Radler LLP	Attorney (Corporate)		
Benjamin	Markan	Benjamin Markan	Property and Casualty Insurance		
Bert	Lurch	E Central Medical Management	Healthcare		
Brian	Professional Control		Valuation Services		
		Boris Benic and Associates LLP	Accountant/ CPA		
Courtney Hughes-O'Connell		Bamboo Leader Group	Business Services & Banking		
Doug	Lieberman	Markotsis & Lieberman, P.C.	Attorney (Corporate)		
Doug	Rowe	Certilman Balin Adler & Hyman, LLP	Attorney (Labor and Employment)		
Erin	Hoffman	Certified Financial Services	Financial Planner		
Ezra	Fireworker	EZF Balance	Accountant/ CPA		
Geoff	Bruskin	White Tiger Connections	M&A / Recruiting		
Jason	Helfenbaum	ClicKnowledge	Training and Knowledge Management		
Jason	Kohl	Harvest SBF / Kohl Capital	Business Lending (SBA/Alternative)		
Jeffrey	Appleman	CFO Consulting Partners	CFO / Fractional CFO		
Jerry	Gauthier	Live Oak Bank	Business Lending (SBA)		
Jim	Vigna	Live Oak Bank	Business Lending (SBA)		
Joe	Milizio	Vishnick McGovern Milizio LLP	Attorney (Corporate)		
John	Klimchak	Benefits Evaluation Group	Group Benefits		
Ken	Pischel	Dynamic Business Consultants, LLC	Consulting		
Len	Garza	Garza	Attorney (Corporate)		
Lincoln	DaCosta	Wells Fargo Advisors	Wealth Management		
Marc	Snyderman	OGC Solutions	Attorney (Corporate)		
Marc	Miller	Marc Miller Coaching & Consulting	Coach (Executive Coach)		
Marcela	Hoyos	Protected Harbor	IT		
Mary	Soldano	Fundex Solutions Group	Business Lending (SBA)		
Matthew	Barrett	Withum Smith Brown	Accounting/Valuations/Transaction Advisory		
Richard	Stern	BLOOM HOCHBERG & Co. P.C.	Accountant/ CPA		
Robert	DePalo	National Financial Network	Financial Services / Exit Planning		
Robert	Puerto	Boris Benic and Associates LLP	Business Lending (SBA)		
Roy	Pellicano	Tri-Angular Consulting	IT		
Stephen	Alberti	Rampart Insurance Services	Commercial Insurance Broker		
Susan	Ganz	Ganz Strategic Solutions	Business Consulting & Coaching		
Theresa	Bassett	The Diamond Group	Digital Marketing		
Thomas	O'Rourke	O'Rourke IP Law, P.L.L.C.	Attorney (Intellectual Property)		
Todd	Ringler	TAB	Management Consulting / Business Value Improvement		
Viraj	Bhogle	KNAV P.A.	Accountant/ CPA/ M&A		
Winnie	Benjamin	Stewardship Masters International	Strategist Advisor (Business Performance Advisor)		





#### **UPCOMING EVENTS**

Round Table Event January 9, 2024 – 12:00 PM ET (In-Person/Hybrid)
Anatomy of a Purchase Agreement
What Every Business Seller Should Expect in an M&A Transaction
Speaker: Avi Sinensky – Partner | Rivkin Radler
Location: RXR Plaza, Uniondale, NY

VISIONME 2024 Eminae Social Event January 11, 2024 – 5:30 PM ET Theme: VISIONME Social Mixer Prelude Event (For business owners, advisors, and investors) Location: Bridgewater, NJ

VISIONME 2024 Eminae Workshop January 25, 2024 - 12:00 PM – 4:00 PM ET Theme: Half Day workshop with a Vision Board exercise and business strategy session (An Exclusive Gathering with Limited Seating for Visionary Entrepreneurs)

Location: Taste of Asia, Farmingdale, NY

Round Table Event Feb. 6, 2024 – 12:00 PM ET (In-Person/Hybrid)
Common Mistakes Sellers Make and Practices (Do's and Don'ts)
Anthony Tomaro CPA- Partner, Consulting Services Leader I Grassi & Co., CPA's P.C.
Location: Jericho Quadrangle, Jericho, NY

Round Table Event March. 7, 2024 – 12:00 PM ET (Virtual)
Cybersecurity - Avoiding Risk in your Next M&A Deal
Speaker: Sejal Lakhani-Bhatt - CEO of TechWerxe / CloudWerxe

Round Table Event April 9, 2024 – 12:00 PM ET (In-Person/Hybrid)
Value Drivers for Business Owners: Employee Incentive Planning
Speaker: Erin Hoffman - Financial Advisor / Certified Financial Services
Location: Paramus, New Jersey

### **UPCOMING EVENTS**

EMINAE Social Mixer Event April 11, 2024 5:30 - 8:00 PM ET (In-Person) Location: Long Island

Round Table Event May 2, 2024 – 12:00 PM ET (Virtual)
Goals, Budget, and ROI: Time for a Business Check-up?
Speaker: Susan Ganz - Business Strategist / Ganz Strategic Solutions

EMINAE Business Acquisition Symposium May 30, 2024 12:00 - 4:00 PM ET (In-Person) Location: Manhattan

Round Table Event June 6, 2024 – 12:00 PM ET (Virtual)
What Age Should Children Learn About Legacy Continuity?
Speaker: Winnie Benjamin – Partner / Stewardship Masters International (SMI)

Round Table Event June 18, 2024 – 12:00 PM ET (In-Person/Hybrid)
Employment Law Issues In Mergers and Acquisitions
Speaker: Doug Rowe I Labor and Employment Attorney
Attorney Certilman Balin Adler & Hyman, LLP
Location: Certilman Balin, East Meadow – Long Island

EMINAE Social Mixer Event June 25, 2024 5:30 - 8:00 PM ET (In-Person) Location: Manhattan

VISIT OUR WEBSITE FOR UPCOMING EVENTS EMINAE.COM/EVENTS



# **PAST EVENTS**



# PAST EVENTS





























### JOIN THE EMINAE TEAM



- · Be part of an exclusive group of elite advisors sharing a synergistic client base.
- Garner referrals from a network of fellow advisers who understand and can support your business.
- · Gain access to "Member Only" monthly Advisor Mastermind sessions.
- Access member white pages and case studies.
- Participate in monthly CEO Masterminds, luncheons, webinars; and expose your organization and brand to CEOs and business owners.
- Become a more well-rounded business professional with education and insights from a peer group of quality professionals and business owners.
- You can be a resource for your clients, providing valuable services you may not already offer.

#### **ACCELERATE YOUR BUSINESS GROWTH!**

FROM SCALING YOUR BUSINESS TO ACTUALIZING YOUR EXIT STRATEGY, OUR CEO NETWORK PROVIDES THE KNOWLEDGE AND CONNECTIONS NECESSARY FOR SUCCESS.

#### **JOIN OUR NETWORK**



#### **MEMBERSHIP OPTIONS:**

- TRUSTED ADVISOR
- CEO MEMBER
- INVESTOR



### **EMINAE LEADERSHIP TEAM**

#### **ADVISORY BOARD MEMBERS**

Andy Jacobs
Anthony Tomaro
Avi Sinensky
Bert Lurch
Douglas Lieberman
Douglas Rowe
Erin Hoffman
Joseph Milizio

Ken Pischel
Kyle Griffith
Robert DePalo
Roy Pellicano
Stephen Alberti
Susan Ganz
Winnie Benjamin

#### MEMBERSHIP COMMITTEE

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Andrew Jacobs
Geoff Bruskin
Jason Helfenbaum
Ken Pischel
Winnie Benjamin

#### **CEO NETWORK COMMITTEE**

Jason Kohl

**Robert DePalo** 

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