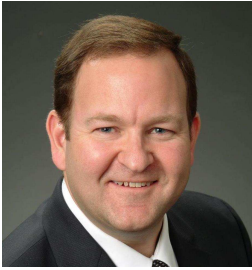


Speaker Bios – XPX Boston November 19, 2015



Andy Crain, Partner, Mirus Capital Advisors

Andy is an investment banker with many years' experience advising business owners on mergers and acquisitions, financings, and valuations. He previously served as the 5th generation CEO of his family's food manufacturing business, leading the company and the family through a sale process in 2003.

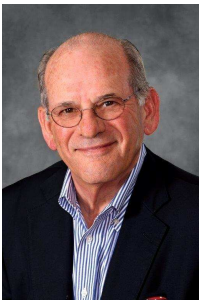
Andy began his career as a corporate lawyer, graduating from Williams College and the University of Michigan Law School. He performs with the Tanglewood Festival Chorus, and is an avid sailor.



Bill Curry

Bill Curry opened County Supply, a PHC distribution company located in Lowell, MA in 1983. He successfully grew the business to \$15M revenues with 40 employees and then sold it to the Granite Group in 2004.

Bill later became a Vistage Chair and started Echelon Partners, both efforts focusing on helping business owners strategically plan and then execute to build business value.



Jeffrey Ross, Glenoe Associates LLC

Jeffrey spent most of his career as a retailer owning 31 drug stores which he sold to CVS in 1992. In 1993 he bought a failing late stage start up in the pet supply super store space. Jeffrey turned the company around and built it into the largest privately held chain in New England, then sold it to Petco Animal Supply in 1995.

Jeffrey has owned and or operated several other businesses including a hotel, a physician supply distribution company and a medical implement business and sold them all. He is active in different companies and consults to small privately held businesses.



Terry Shepherd, CM&AA, CPA, MST, Principal, ROCG North America

Terry has advised small and medium-sized, family owned/closely held businesses for over 30 years. His particular business areas of expertise are in business exit and transition planning, building business value, increasing profitability, strategic planning, business development, customer service and team development. In his business transition consultation work he is a catalyst in guiding owners to define and uncover their personal values, goals and objectives, which then drive all business strategies and solutions to ensure their end-in-mind objectives are met. He is especially skilled in understanding the emotional attributes involved with transition, and has vast experience assisting family ownership transfer including high level estate planning strategies.