

# SURVIVING THE ECONOMIC DOWNTURN

A SEMINAR SPONSORED BY CBC & SOICA

Friday, October 9, 2009 - Breakfast & Registration 7 AM, Seminar 8-9:30 AM

**Cost: Members: \$50 (Non-Members: \$75 )**

## KEYNOTE SPEAKER:



### CHRISTOPHER PICONE

Senior Vice President & Managing Director,  
Buccino & Associates, Ltd.

Chris Picone is a legal, financial, and operating consultant with over 25 years of experience in real estate development, asset management, financial structurings, operations, and business turnarounds. He will lead a lively panel discussion with four experienced professionals to explore the ways and means of surviving the current recession.



## MODERATOR

Bruce Schoumacher  
Partner, Querrey & Harrow

## PANELISTS:



### JEFFREY STEIGLEMAN

Construction & Engineering Division  
5/3 Bank

Jeff Steigelman heads the Construction & Engineering Division at 5/3 Bank, overseeing six bankers focused solely on providing banking and succession solutions to construction and engineering firms, now serving 60 clients with \$550 million in credit commitments.



### DAVID SAUERMAN

Construction & Engineering Division  
The Private Bank

Dave Sauerman directs the Construction & Engineering Division at The Private Bank. His broad experience spans 29 years in banking with service to LaSalle Bank, Harris Bank, and Liberty National Bank working exclusively with clients in the construction and engineering industries.



### DENISE STILLMAN

Principal  
Clear Directions, LLC

Denise Stillman is a veteran marketer and strategist with expertise in strategic planning, marketing, sales, and business development. She and her Clear Directions team bring business owners coaching and consulting informed by 20 years' experience in the industry.



### BRUCE BRAZAS

Chief Financial Officer  
Edwards Engineering

CPA Bruce Brazas has over 20 years of experience in top-level financial and operations management. He has a strong background in profit-oriented management, the use of strategic planning tools, improving profitability through acquisitions, and counseling emerging entrepreneurial businesses.



Seminar Location: **Maggiano's Little Italy**

111 West Grand (Banquet Entrance), Chicago, IL 60610 (312-644-4284) - Business / Business Casual Attire

**Register Today...Class Size Is Limited! Call CBC At 630-393-1313**

**Or Sign Up On-Line at [www.chicagobuildingcongress.org](http://www.chicagobuildingcongress.org)**