



**Walter L Lipski**  
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Walt Lipski is a nationally known figure in mergers and acquisitions of privately held companies. He is a principal in Upton Financial Group, an investment banking firm with offices in Santa Rosa, CA and Scottsdale, Arizona serving entrepreneurs whose companies have \$5-100 in annual revenue. Since 1980, Walt's business career has focused on effecting corporate growth through a variety of financial solutions including business acquisitions, capital formation, minority recapitalizations and divestitures.

Walt brings an entrepreneur's perspective to his investment banking transactions having founded an energy control manufacturing firm serving the global hospitality industry. In addition to startup funds, he raised several rounds of additional financing from private and institutional sources to support his company's growth. In 1992, Walt sold his company to an American stock exchange listed corporation which appointed him to its executive board. He subsequently helped this corporation acquire and integrate several more acquisition targets.

In 1994, Walt left the corporate world in search of his next entrepreneurial venture. In his quest to buy a business, Walt recognized that both business owners and business buyers were lacking access to knowledgeable professional representation centered on competence and integrity. Walt turned his experience of starting a business, raising capital, growing the business and ultimately exiting in a sale to a public company, into helping small business owners achieve their own successful exit.

Walt is a popular and frequent speaker at professional meetings and conventions. Topics he speaks on include trends in business sales, growth through acquisition, and negotiating the M&A process. He is also a nationally recognized instructor who has authored educational seminars, webinars and workshops for M&A intermediaries and allied industry professionals.

Walt has held board level leadership positions in professional organizations and is past chairman of the M&A Source, the nation's leading association of M&A intermediaries who specialize in lower middle market transactions. In 2006, Mr. Lipski served as co-chair of this organization's Strategic Initiative Task Force on Security Licensing and was instrumental in the SEC's issuing of a recent landmark "CBI No Action Letter."

Walt graduated with a bachelor's degree from the University of Texas El Paso. He has earned a number of professional designations including Mergers and Acquisitions Master Intermediary (M&AMI) and Certified Business Intermediary (CBI), and has held Series 7, 66 and 24 FINRA licenses and is a licensed real estate broker in the State of Arizona.

Downloads that maybe of interest:

Today's Presentation: "Transitioning from Business Ownership to a Secure Retirement"  
[www.uptonco.com/breakfast](http://www.uptonco.com/breakfast).

Book: "The Business Owner's Liquidity Solution" Take cash out of your business while maintaining control.  
[www.BusinessOwnersLiquiditySolution.com](http://www.BusinessOwnersLiquiditySolution.com)

Book: "How to Fund Ownership Transfers Using the SBA" How using the SBA can help you successfully exit your small business. [www.SBALoanSuccess.com](http://www.SBALoanSuccess.com)

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