

# Our Subject Matter Experts

Driving the Industry with Expert Insights



## **Jeff Radichel – President – The Next Step Inc.**

An analytical thinker with 25 years of experience, Jeff started as an engineer and advanced through roles in engineering, operations, sales, and marketing, eventually becoming a company president. His diverse experience across departments and global business in over 40 countries has given him a valuable perspective on driving growth. Jeff now leverages his insights to assist other business leaders. In addition to his consulting work, Jeff is an effective keynote speaker and available for a engagement events. His presentations blend real-world experience with data-driven insights, making complex concepts accessible and actionable for leadership teams, sales organizations, and industry groups.



## **Brendan Kurvers – Principal – CLA**

As a Principal at CLA, Brendan specializes in serving CPG food and beverage manufacturers and distributors. Brendan focuses on serving clients as a consulting CFO through CLA's CAAS practice. Brendan is committed to delivering high-quality services that are tailored to meet the unique needs of each client. Whether you're looking to improve your financial performance, navigate complex business challenges, or plan for the future, Brendan and the team at CLA are here to get to you know and to help you!



## **Shalin Johnson – Vice President, Senior Risk Consultant – Marsh & McLennan Agency**

With over 25 years in the insurance industry, Shalin delivers innovative risk management solutions that go beyond traditional coverage. He leverages Marsh McLennan Agency's global resources to craft tailored strategies for clients across Minnesota and the Upper Midwest, focusing on protecting balance sheets and driving growth. As National Manufacturing Practice Co-Leader for the past 7+ years, Shalin brings an entrepreneurial mindset and deep expertise in helping middle-market manufacturing leaders mitigate risk and strengthen operations—solidifying his role as a trusted advisor in the industry.

## Our Subject Matter Experts - Continued



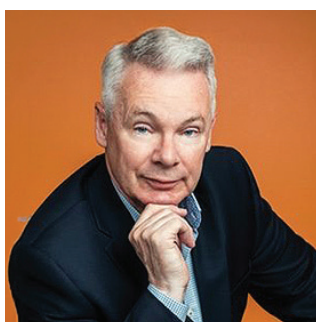
### **James J. Seifert – Shareholder – FMJ**

Jim Seifert, an established attorney with over 30 years of experience, leads FMJ's Manufacturing practice and is a Shareholder in the General Corporate & Business and M&A groups. Specializing in manufacturing and technology, Jim excels in domestic and cross-border transactions, intellectual property, litigation, and risk management, offering creative solutions and sound business judgment to his clients.



### **Jon Tichich – M&A Advisor – Calhoun Companies**

As an expert in sell-side M&A, Jon specializes in advising privately owned manufacturing companies, bringing over a decade of experience in M&A. His involvement as a member and committee member of the Minnesota Precision Manufacturing Association underscores his commitment to the manufacturing sector and enables him to deliver tailored insights and strategic direction to his clients. Jon's approach is rooted in transparency, deep industry knowledge, and a client-centered focus, helping business owners navigate the complexities of the sale process while achieving optimal outcomes.



### **Sean O'Driscoll – Expert Implementer – EOS Worldwide**

In 2009, Sean discovered the Entrepreneurial Operating System (EOS). He drove its implementation in two different companies with the help of an EOS Implementer and then became an EOS Implementer himself in 2012. Since then, he has led over 900 full-day EOS sessions with more than 90 companies. He was a Coach for EOS Worldwide for several years, coaching and mentoring new and seasoned EOS Implementers and he has also achieved the highest possible EOS Implementer designation – Expert EOS Implementer. On this journey he has helped entrepreneurial leaders and their teams to deliver tangible business results and progress towards achieving their Vision. Nothing gives him a greater kick than seeing teams light up as they realize their dreams are achievable with the very deliberate focus on execution that EOS provides.



### **Dan Koch – Senior Vice President, Commercial Banking – Bridgewater Bank**

Dan Koch has built lasting relationships with business owners, real estate investors, developers, and professionals by delivering exceptional service, a high level of responsiveness, and strategic banking guidance. With 6+ years of leadership at Bridgewater Bank, he continues to be a trusted resource for clients navigating complex financial needs. Deeply committed to his community, Dan previously served on the Wayzata City Council. His entrepreneurial spirit, combined with his consultative approach, sets him apart as a uniquely impactful leader in the banking industry.

## Our Subject Matter Experts - Continued



### **Kurt Theriault – President – Allied Executives**

As President of Allied Executives, Kurt focuses on expanding membership, enhancing offerings, and developing services to help members overcome challenges. With expertise in sales strategy, process implementation, and skill development, he is committed to shortening the time between plans and results through expert guidance and peer support. Kurt also organizes events to connect members with industry leaders and experts.



### **Rob Fafinski III – Shareholder – FMJ**

Rob is a Shareholder at FMJ Law with a focus on Manufacturing, Mergers & Acquisitions, and General Corporate & Business Law. He represents both financial and strategic buyers in acquisitions and has advised numerous companies on the sell-side. Rob works closely with manufacturing firms, buy-side portfolio companies, and entrepreneurs to address a wide range of legal needs. He also supports self-funded search fund operators in closing ETA deals—valuing the opportunity to teach and coach throughout these transactions.



### **Adam Brown – Business Development and Marketing – FMJ**

Adam is a licensed attorney, and he handles the business development and marketing at FMJ Law. He creates and implements marketing, business development, and PR strategies and initiatives for the firm. Adam works with FMJ and its clients and business partners to ensure a high level of client service and engagement. He manages the firm's strategic communications and content, industry and client events, and educational programming. Adam also drives the firm's marketing and advertising campaigns (including ROI), website and graphic design, SEO and AI search/algorithms, CRM systems, and all aspects of brand development and management.