

135 South LaSalle Street,  
Suite 2130  
Chicago, IL 60603  
[www.thechicagocorp.com](http://www.thechicagocorp.com)

**Tom Denison**

Managing Director  
(312) 283-0819

[thomas.denison@thechicagocorp.com](mailto:thomas.denison@thechicagocorp.com)

**Jeff Schneiders**

Managing Director  
(312) 283-0807

[jeff.schneiders@thechicagocorp.com](mailto:jeff.schneiders@thechicagocorp.com)

**Phil Clarke**

Managing Director  
(312) 283-0803

[philip.clarke@thechicagocorp.com](mailto:philip.clarke@thechicagocorp.com)

# THE CHICAGO CORPORATION

## Transaction Announcement



Chicago – September 26, 2013, The Chicago Corporation (TCC), a Chicago-based investment banking firm, announced today that it advised Thurston Group, LLC on an equity capital raise to consummate the formation of Smiles Services, LLC and fund future growth. Thurston Group is a leading, Chicago-based independent private equity sponsor with a long successful track record of investing in the healthcare and technology services sectors as well as assisting management teams to execute and accelerate growth strategies and improve profitability.

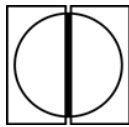
Led by Dr. Jeromy Dixson, Smiles Services, LLC (Smiles) is a premier dental practice management company based in the Pacific Northwest serving the family dental market. Smiles has grown historically through acquisition as Dr. Dixson has been among the early industry pioneers recognizing the compelling fundamentals of the industry. He and the Thurston Group, however, required additional institutional capital to fund their ambitious growth strategy.

TCC engaged in a robust marketing process to raise the necessary equity capital. The process generated significant interest in the institutional investment community with over 10 firms qualifying for management meetings that led to numerous LOIs. New York-based Wafra Partners, LLC was ultimately selected based upon an attractive investment proposal and its excellent cultural fit with its new partners, Thurston Group and Smiles management. In addition to raising the equity to fund the transaction, TCC also provided extensive advice on the acquisition of Smiles as well as deep support to all parties during the due diligence and documentation phases which helped drive the successful completion of the transaction.

### About The Chicago Corporation

The Chicago Corporation is an independent Chicago-based investment banking firm focused on providing middle-market companies with a range of financial and corporate advisory services including merger and acquisitions, institutional debt and equity capital raising, and financial restructuring. The Firm is committed to a “client-first” approach, which ensures that its professionals collaborate to find the best market-based solution for the client. For more information about The Chicago Corporation, its Investment Bankers, and Senior Advisors, please visit [www.thechicagocorp.com](http://www.thechicagocorp.com).

Securities transactions conducted through TCC Securities, LLC, an affiliated company, registered Broker / Dealer and Member of FINRA / SIPC.



# THE CHICAGO CORPORATION

## Introduction

Chicago based investment bank with over 30 experienced bankers and senior advisors providing best-in-class investment banking advice and execution, and business advisory services to middle market public and private companies and financial institutions with sales between \$20 and \$500 million.

Willingness to engage business owners on traditional investment banking business, as well as for broader financial and business advisory services, to provide advice on strategic, financial and operational issues in order to increase the value of their businesses.

## Why The Chicago Corporation?

### Culture

- Clients come first – trusted advisors to business owners
- Relationship driven – not transaction-driven

### Experience

- Seasoned bankers with extensive industry, operational and transactional experience
- Elite team of senior advisors with diverse industry specializations and competencies

### Collaboration

- Two or more bankers lead every engagement to provide best-in-class advice and execution
- Client benefit from firm-wide thinking

### Relevance

- Entrepreneurial passion – all managing directors are owners
- Ability and willingness to engage in purely advisory / consultative roles

### Excellence

- Goal to exceed client expectations by providing best-in-class, unbiased advice
- Success measured by client referrals and endorsements – Results

## Services

### Mergers & Acquisitions Advisory

- Sale of Company
- Corporate Divestiture
- Acquisition Advisory
- Special situations /Distressed sales
- Leveraged buyouts
- Going private transactions
- Fairness opinions
- Valuations

### Private Capital Raising

- Senior debt
- Junior debt
- Convertible debt
- Preferred equity
- Common equity

### Financial Advisory Services

- Strategic alternatives analysis
- Capital structure analysis
- Debt capacity analysis
- Recapitalizations/Financial restructurings
- Wealth transition advisory

### Strategic Advisory Services

- Performance assessment
- Strategy development
- Execution support

## Managing Directors

### Phil Clarke

312.283.0803

Philip.Clarke@thechicagocorp.com

### G. Stanley Cutter

312.283.0804

Stan.Cutter@thechicagocorp.com

### Tom Denison

312.283.0819

Thomas.Denison@thechicagocorp.com

### Fred Floberg

312.283.0802

Fred.Floberg@thechicagocorp.com

### Susan Gordy

312.283.0626

Susan.Gordy@thechicagocorp.com

### Trish Kelly

312.283.0844

Trish.Kelly@thechicagocorp.com

### Louis Rosenthal

312.283.0628

Louis.Rosenthal@thechicagocorp.com

### Jeff Schneiders

312.283.0807

Jeff.Schneiders@thechicagocorp.com

### Diane Selph

312.283.0828

Diane.Selph@thechicagocorp.com

### Dave West

312.283.0841

David.West@thechicagocorp.com