

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.



Brendan Kurvers – Principal – CLA

As a Principal at CLA, Brendan specializes in serving CPG food and beverage manufacturers and distributors. Serving clients as a consulting CFO through CLA's BizOps practice. He specializes in financial statement audits, assurance services, tax, profitability advisory, and succession planning, playing a key role in strategic growth and various financial projects nationwide.



Jesse Jarvie – Account Executive – Success Computer Consulting

Jesse leverages over a decade of experience to build lasting client partnerships at SUCCESS, focusing on reducing technological pains and enhancing network security. He excels in supporting complex IT environments and meeting regulatory requirements like CMMC, SOC2, HITRUST, and HIPAA. Jesse's dedication to a security-first approach, leadership, and tailored support helps clients streamline operations and focus on core business activities.



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

Shalin, with over 25 years in the insurance industry, offers innovative risk management solutions that surpass standard products. Leveraging Marsh & McLennan's global resources, he provides tailored strategies for clients in Minnesota and the Upper Midwest, focusing on protecting balance sheets and supporting growth. Known for his entrepreneurial spirit, Shalin excels in helping middle-market leaders mitigate risks and enhance operations, making him a trusted advisor in the industry.



James J. Seifert – Shareholder – FMJ

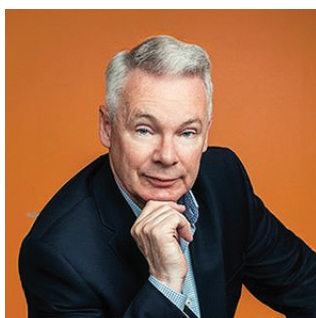
Jim Seifert, an established attorney with over 30 years of experience, leads FMJ's Manufacturing practice and is a Shareholder in the General Corporate & Business and M&A groups. Specializing in manufacturing and technology, Jim excels in domestic and cross-border transactions, intellectual property,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

Our Subject Matter Experts - Continued



Jon Tichich – M&A Advisor – Calhoun Companies

Jon Tichich, with nearly a decade of M&A expertise, specializes in assisting private-sector business owners at Calhoun Companies. He advises on transactions, from market prep to complex deals, and excels in financial analysis, strategy development, and due diligence. Jon's M&A journey began in 2013, facilitating over 50 transactions. He is a trusted advisor across manufacturing, distribution, e-commerce, and logistics.



Sean O'Driscoll – Expert Implementer – EOS

In 2009, Sean discovered the Entrepreneurial Operating System® (EOS) and became a trained EOS Implementer after successfully using it in two companies. Since then, he has led over 600 full-day EOS sessions with more than 60 companies, earning the title of Expert EOS Implementer. Known for his dynamic speaking and deep understanding of both client and implementer perspectives, Sean mentors new and seasoned EOS Implementers through the EOS Worldwide Coaching team.



Dan Koch – Senior Vice President Commercial Banking – Bridgewater Bank

Dan Koch has built long-term relationships with business owners, real estate investors, developers, and professional individuals by delivering a high level of service, responsiveness, and consultation for all their banking needs. His leadership spans over five years at Bridgewater Bank, additionally he is committed to his community, previously serving in the Wayzata City Council plus his entrepreneurial spirit make him a one-of-a-kind leader.



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.



Robert R. Fafinski, Jr. – Shareholder – FMJ

Rob is a Shareholder at FMJ Law, specializing in Manufacturing, Mergers & Acquisitions, and General Corporate & Business law. He represents financial and strategic buyers in acquisitions and has guided numerous sell-side companies. Rob assists manufacturing firms, buy-side portfolio companies, and entrepreneurs with legal needs. He also helps self-funded search fund operators close ETA deals, enjoying the teaching and coaching opportunities in these transactions.

Our Special Guests



Claudio Giarrusso – Sommelier

Claudio is an Italian entrepreneur with deep roots in the catering industry. His passion for Italian foods and wines developed while working in fine-dining restaurants in Bologna. Claudio's career highlights include helping open Michelin-starred Nobu Berkley in London and founding a headhunting company for other Michelin-starred restaurants. He now manages his family businesses in Milan while consulting on fine Italian foods and wines globally.



Sarah Radichel – Sommelier

Sarah, a Madison native and Doctor of Chiropractic, has spent five years as a professional wine instructor and retail seller. Her passion for wine was fueled by her travels to various wine regions, and she is WSET Level-3 certified. Sarah's expertise covers wine regions, climates, and vineyard practices, with a talent for blind tasting and quality assessment. She aims to enter the wine importing field, continuing her dedication to the industry.



Laurie Leigh – Harpist

Laurie is a world-renowned harpist, pianist, and composer, starting her musical journey at age three. With eight national harp competition wins, Laurie's career has taken her around the world, performing with top orchestras and under the direction of Academy Award Winner Tan Dun. Her accolades include a Performer's Certificate from Indiana University, the highest distinction from their School of Music.



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