

Marjorie E. Kaufman
Getzler Henrich & Associates, LLC

Marjorie E. Kaufman, managing director, has provided turnaround and interim management services for companies around the country for over 30 years, and frequently serves in chief-restructuring-officer and chief-financial-officer positions. Margie has provided cash-flow-management services, conducted business-plan-viability analyses, designed and steered turnaround action plans, managed debt and equity placement, and sourced refinancing. Her expertise in forensic accounting is a valuable asset in many engagements. Margie's engagements/management positions have spanned many industries, including education, healthcare, retail, distribution, high tech, manufacturing, construction, road maintenance and food and beverage.

Over the years, Margie has performed a number of due diligence projects in the course of acquisitions, in which she has represented strategic buyers, equity firms and mezzanine funds. As part of the due diligence process, she has reviewed various business segments for viability, and analyzed policies on revenue recognition for contracts, customer profitability and working capital needs. Margie has also played a role in designing the financing structures of the acquisitions.

Ms. Kaufman's received a bachelor's degree in accounting from the University of Bridgeport. Margie has been the president and director of the northeast chapter of the Turnaround Management Association and now is a member of the past president's council for the chapter. She is a member and an executive board member of the International Women's Insolvency and Restructuring Confederation and a member of the American Bankruptcy Institute. Margie is also a Fellow of the American College of Bankruptcy, frequently speaks on the various aspects of restructuring and has been published in the *American Bankruptcy Institute Journal*.