

Speaking Engagements | November 17, 2025 | 12:00 PM - 8:00 PM ET

## ACG NY's Middle Market Week Deal Day

**Metropolitan Club of New York**

**1 East 60th Street**

**New York, NY 10022**

### **SPEAKERS**

[Nanette C. Heide](#)

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Nanette Heide is moderating the “Leveraging Your Ecosystem: Partners & Intermediaries for Amplified Deal Flow” panel during ACG NY's Middle Market Week Deal Day.

### **Leveraging Your Ecosystem: Partners & Intermediaries for Amplified Deal Flow**

While proprietary deals are ideal, the panel will explore how to strategically collaborate with investment banks, boutique advisors, private equity firms, and other professional networks to broaden deal sourcing reach without sacrificing quality. Learn best practices for building mutually beneficial relationships with intermediaries and partners, optimizing referral networks for a consistent stream of relevant investment teasers.

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