



FEATURED TEAM MEMBER

TOM VENNER

What is your role at Taureau Group, and how long have you been here?

I joined the Taureau Group team in early 2018 and currently am an Associate. My role includes managing and supporting all aspects of the M&A process. On the sell-side, I am involved with the initial pitch, financial analysis, marketing and due diligence through close. On the buy-side, I am responsible for research and outreach to potential targets. Additionally, I am the team's Private Equity Coverage Lead, which involves acting as the team's main point of contact with private equity groups and managing our database of private equity firms to ensure our sell-side deals are presented to the appropriate groups.

Before working at Taureau Group, what was the most unusual job you've ever had?

I have held several jobs over the years, including umpiring little league baseball, working in a restaurant, working mechanical maintenance during college at Marquette, and working in commercial lending prior to joining Taureau Group. However, by far the most unusual job I've had is being a father. Nothing else has had me up at 3:00 a.m. changing diapers and watching Moana.



What has been your most memorable deal at Taureau Group?

Every deal has a unique backstory or challenge; one that really stands out is a deal we were trying to close near year-end a few years ago. We were down to the wire trying to negotiate a few final terms and had a closing meeting scheduled in the morning. The buyer did not show up at the scheduled time and we spent eight hours in a conference room with our client and the attorneys wondering if the buyer was going to show up to the signing. We were all relieved when the buyer arrived before the end of the day and we got the deal across the finish line.

Describe the culture at Taureau Group.

The best word to describe the culture at Taureau Group is entrepreneurial. Everyone's contributions have a huge impact on the firm's success. As someone who has previously worked at much larger companies, I really enjoy the small team feel and camaraderie at Taureau Group and I think it contributes to the high level of service we provide our clients.

What's something about yourself that may surprise us?

I love history and am always on the lookout for a good history book or podcast to check out.

Where is your hometown?

As the son of an air force pilot, I moved between many different cities and states growing up, so I would say my adoptive hometown is Milwaukee where I have lived for the past 14 years.

What is your favorite book, movie and music?

It's hard to pick just one, although a book that stands out is, "Start It. Grow It. Sell It: The Journey of Business", mainly because it is written by a great mentor of mine, Lou Banach. For favorite movie, I am partial to any Clint Eastwood western. I really like all kinds of music and enjoy listening to music while I work. It's not unusual for me to shuffle through classical music, jazz, 70's rock, 80's pop, 90's country, Nirvana, and house/instrumental music all in the same day.

What is your favorite quote?

One quote I think of occasionally is, "Plans are worthless, but planning is everything", a quote contributed to Dwight D. Eisenhower regarding military planning during WWII, but I think it applies to the business world as well. Preparation is important, but so is being flexible and changing your plan if needed to match the current situation.

What do you like to do in your free time?

Other than spending time with my wife, daughter and dog, I enjoy golfing, home-brewing, investing, playing board games & computer games, traveling and spending time outdoors.

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