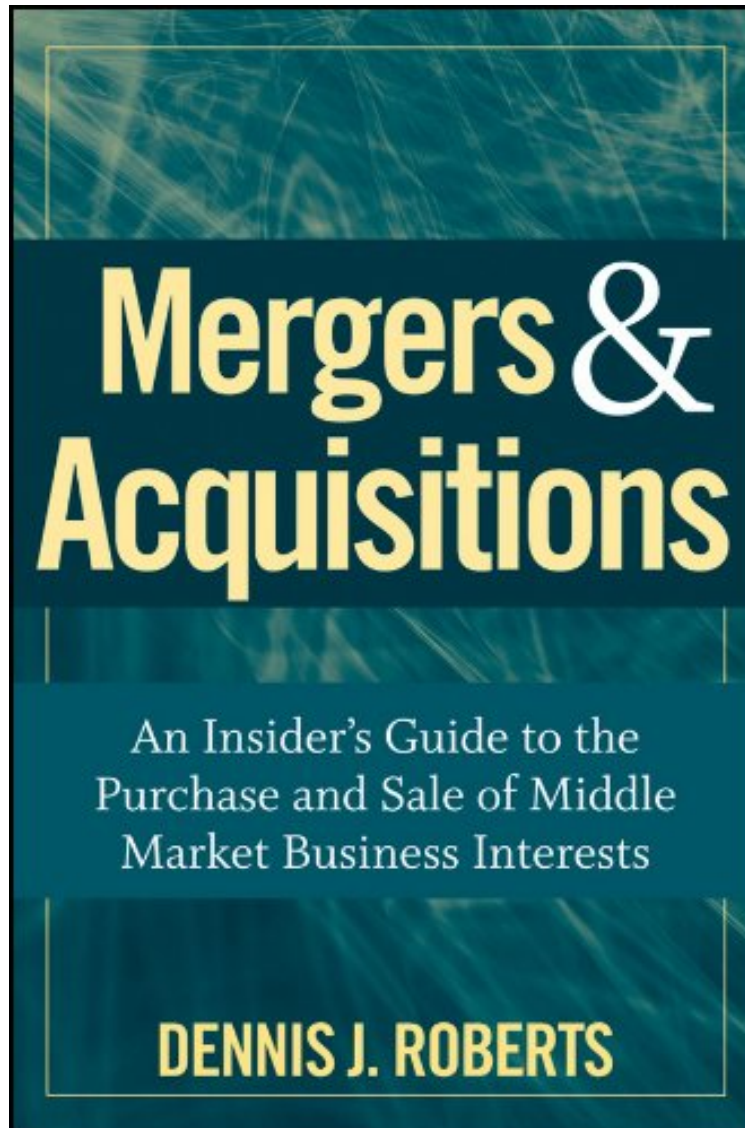


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Mergers Acquisitions: An Insider's Guide to the Purchase and Sale of Middle Market Business Interests

Dennis J. Roberts

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Dennis J. Roberts : Mergers Acquisitions: An Insider's Guide to the Purchase and Sale of Middle Market Business Interests before purchasing it in order to gauge whether or not it would be worth my time, and all praised Mergers Acquisitions: An Insider's Guide to the Purchase and Sale of Middle Market Business Interests:

1 of 1 people found the following review helpful. great bookBy crownI recently received this book in the mail and it has been very hard to put down. It has been a great resource for me since I do not have direct industry experience.

However, I do have an extensive finance background working in larger public companies. It's obvious that the author has a vast background advising mid-market business owners and has insight into deal transactions beyond textbook theory. If you are looking for volumes of finance theory, then this book may not be for you. However, if you want some insight into how real world midmarket transactions, then I believe the book is a great choice. I would recommend for anyone interested in learning more about the industry and/or details about what to expect if you are exploring mid-market MA as a new career. 0 of 0 people found the following review helpful. Great Book By D. Adewodu Interesting book for the entrepreneur interested what there exit strategies or understanding how to scale their business. The book is written from a sale-side MA perspective, but there is a lot of valuable information for both buyer and seller. There is a great explanation of MA earnouts. After reading this book I have a better understanding of MA negotiations and investment bankers' role. -Doyin 1 of 1 people found the following review helpful. Epitome of Practical Advice By Charles C. Andrews Dennis Roberts provides the MA professional with practical advice for use on an every day level. While his book contains a great deal of theory, the real value is in it's "working manual" approach to getting deals done. It is a must read for anyone considering jumping into the water for the first time and a constant companion for those of us in the trenches. My recommendation is to buy it, read it with a highlighter and treat it as a daily reference manual.

This book was designed not only for owners and managers of middle market businesses but as a training text for middle market MA investment bankers and consultants. It discusses the art and science of middle market MA as well the all-important psychology and behind-the-scenes negotiations pursued with a particular emphasis on obtaining the absolute highest value when selling a business. Subjects addressed include valuation, taxation, negotiations, MA conventions, among many others from the buy-side and sell-side perspectives. Subtitled "Tales of A Deal Junkie," this serious but occasionally irreverent book tells it like it is, including anecdotes to provide a "feel" for what really goes on in middle market transactions. The author, a former practicing CPA and a business valuation expert, is a veteran MA investment banker with years of real life experience. He also is a widely-acclaimed instructor in the MA field and a nationally-respected practitioner who has trained thousands of investment bankers. No comparable book on the market today provides this degree of comprehensive and invaluable insight.

From the Inside Flap Mergers Acquisitions An Insider's Guide to the Purchase and Sale of Middle Market Business Interests The first book on mergers acquisitions (MA) to authoritatively convey the unique issues and circumstances of Middle Market MAs—those companies valued between \$5 million to \$300 million with sales of \$6 million to \$600 million—Mergers Acquisitions: An Insider's Guide to the Purchase and Sale of Middle Market Business Interests addresses the many challenges, pitfalls, and difficulties inherent in transactions involving Middle Market businesses. Destined to become the guide every Middle Market MA seller keeps by their side, this how-to resource presents real-world anecdotes and vignettes alongside the technical content to help sellers understand how deals can successfully take place most effectively for the greatest return on their investments. Mergers Acquisitions: An Insider's Guide to the Purchase and Sale of Middle Market Business Interests addresses the unique issues and circumstances of Middle Market MAs, including how to start, market, and run an MA practice, as well as discussion on licensing and regulatory requirements, forms, and much more. Author Dennis Roberts shares his decades of MA experience, with expert discussion of: How to find and understand buyers in the Middle Market How to run a Middle Market business while preparing it for sale Keeping confidentiality while doing the deal Informal and controlled auctions The psychology of MA negotiations The basic art and science of valuation as applied to MA transactions Confirmatory due diligence, the definitive agreement, and closing Does a sales-side client need an appraisal before going to market? Rich with helpful guidance that covers the "feel" of the transaction as well as essential tips on technique, Mergers Acquisitions: An Insider's Guide to the Purchase and Sale of Middle Market Business Interests examines a wide and disparate range of material to equip sellers to realize the greatest return on their investments. From the Back Cover Praise for Mergers Acquisitions An Insider's Guide to the Purchase and Sale of Middle Market Business Interests "All I can say is WOW. It took the king of Middle Market MA to finally write THE definitive book to Middle Market investment banking. This book is comprehensive, insightful, and entertaining all at the same time. A must-read for dealmakers." —Andrew J. Sherman, MA Partner, Dickstein Shapiro, and author, Mergers Acquisitions from A to Z "Dennis Roberts really hits a home run with his new book, Mergers Acquisitions: An Insider's Guide to the Purchase and Sale of Middle Market Business Interests. This book is the definitive authoritative guide on the practice of Middle Market MA. It answered all my questions, plus some, and gave me a complete frame of reference where I can now feel well informed. I would recommend this well-researched book, which draws on Mr. Roberts's substantial experience in the field, to anyone connected to or wanting to get into MA." —Parnell Black, CEO, National Association of Certified Valuation Analysts "This comprehensive overview cuts through the jargon and alphabet soup to give the readers a highly informative new perspective on the large and extremely fragmented Middle Market! Only an accomplished industry veteran could author this comprehensive summary of thought-provoking ideas. Arguing for a whole new mindset to better understand the needs of both buyers and sellers in the 'no man's land' marketplace,

Roberts does a masterful job separating hype from the reality." mdash;Michael R. Nall, CPA, CMAA, founder, Alliance of Merger Acquisition Advisors "A true tour de force by one of the most savvy Middle Market investment bankers I've known. Dennis imparts a rare combination of tremendous substantive knowledge (even to someone like me who has been an MA lawyer for years), keen insights into the inner workings of Middle Market investment bankers and their banking firms, and a dry wit sprinkled with apocryphal stories and more than a few sports analogies. This is a serious, worthwhile, and enjoyable read!" mdash;Steven L. Meltzer, Esq., Pillsbury, Shaw Pittman Former or current member or chairman of managing board, corporate/technology practice, and life sciences practice

About the Author Dennis J. Roberts,nbsp; CPA, CVA, ABV, is Chairman of The McLean Group, LLC, a national MA firm whose primary focus is on Middle Market businesses. He lectures, teaches, and writes on MA, business valuation, and corporate finance to national audiences, having more than thirty-five years of accounting and investment-banking experience involving a multitude of transactions across a wide variety of industries and markets. He is a regular contributor to various journals, including Thomson's Valuation Strategies and the Journal of Accountancy. He testifies frequently as an expert witness and was the chief valuator of the Nixon Watergate Tapes.