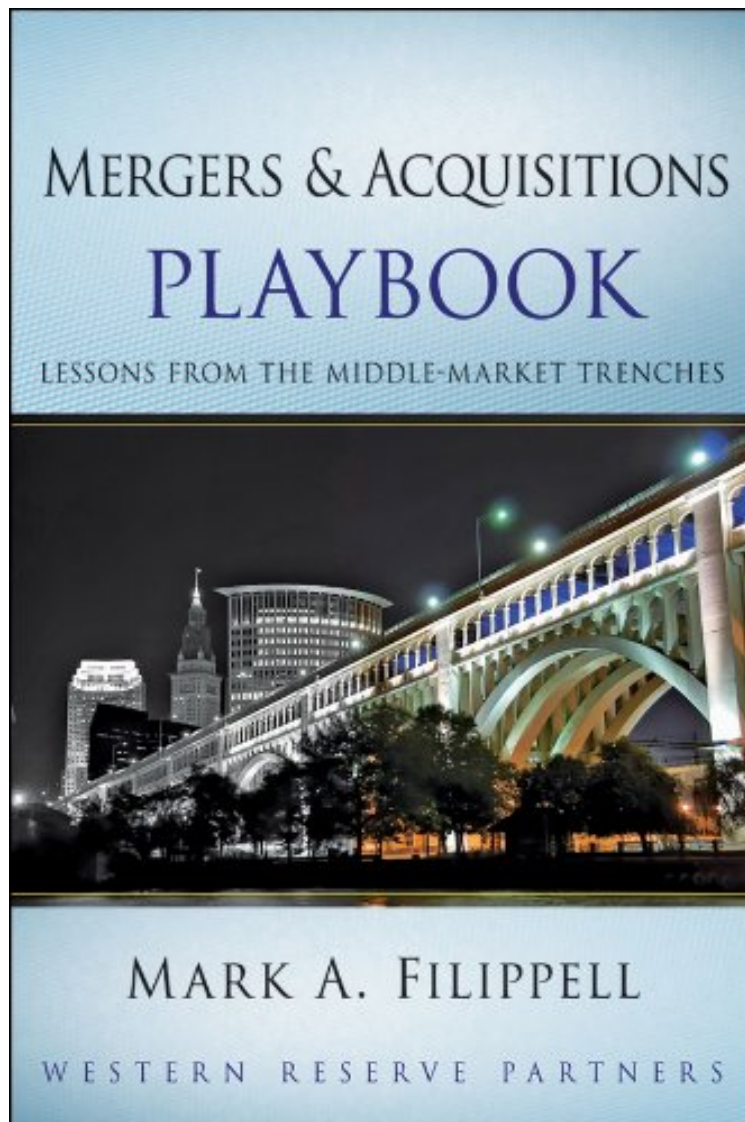


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Mergers and Acquisitions Playbook: Lessons from the Middle-Market Trenches (Wiley Professional Advisory Services)

Mark A. Filippell

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Mark A. Filippell : Mergers and Acquisitions Playbook: Lessons from the Middle-Market Trenches (Wiley Professional Advisory Services) before purchasing it in order to gage whether or not it would be worth my time, and all praised Mergers and Acquisitions Playbook: Lessons from the Middle-Market Trenches (Wiley Professional Advisory Services):

1 of 1 people found the following review helpful. The Intangible AssetBy FrankJim Collins, in Good to Great,

searched for those qualities that differentiated the average company from the true standouts. While the long-term performance results of the best companies are available to all, the means by which those ends were achieved were far more subtle. And so it is with Playbook. Although billed as a how-to manual, on a subtle but powerful level it is an unintentional autobiographical account of how the author achieved greatness as a mergers and acquisitions specialist. Those who have watched Mark perform his magic over the years have witnessed those traits for which greatness was the unanticipated byproduct. Beyond his intellectual brilliance, Mark possesses two relatively uncommon virtues, particularly when they appear in tandem. First, his tenacity is legendary. It becomes doubly powerful when one's overarching motivation is to further the interests of his client. Playbook in its own right is a powerful tool; executed by anyone with Mark's intellect and temperament it is dynamite. 4 of 4 people found the following review helpful. Easy to understand
By Daniel Surian I am a business broker and this book is full of usable tips, advice, knowledge and examples as I look to upper main street as my next frontier. 3 of 3 people found the following review helpful. If you want to invest in your brain...
By Slyderboy This is a pretty pricey book, but it's the best end-to-end commentary on MA that I've ever read. It really covers the gambit of transaction scenarios and stages, including deal structure, bid strategy, stakeholder management, and a lot more. It leaves you with plenty to think and talk about. It is also a very accessible read, for someone who hasn't spent a lot of time in that business, it's written as a door-opener. Filippelli adds a lot of flavor with his first hand stories and I really liked how he discussed the human side of these business transactions.

The ultimate "tricks of the trade" guide to mergers and acquisitions Mergers and Acquisitions Playbook provides the practical tricks of the trade on how to get maximum value for a middle-market business. This book uniquely covers how to prepare for a sale, how to present the business most positively, and how to control the sale timetable. Written in a straight-talking style Provides the tricks of the trade on how to get maximum value for a middle-market business Shows how the sellers can take advantage of their inherent "unfair advantages" Examines the differences between "value" and "currency" Explains how to handle bankruptcy and distress company sales Offers tips on managing your lawyers in the documentation process Filled with empirical examples of successful-and unsuccessful-techniques, this practical guide takes you through every step of the MA process, from how to manage confidentiality, how to create competition (or the impression of competition), to what to do once the deal is closed.