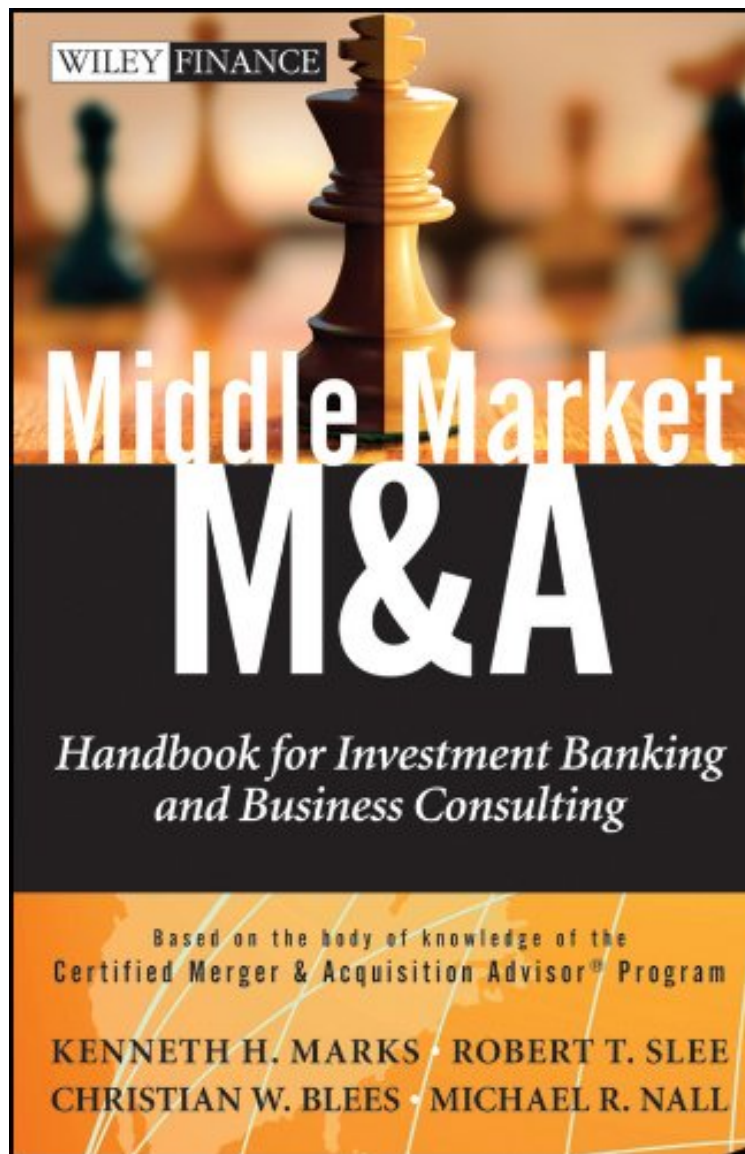


[E-BOOK] Middle Market M A: Handbook for Investment Banking and Business Consulting (Wiley Finance)

Middle Market M A: Handbook for Investment Banking and Business Consulting (Wiley Finance)

Kenneth H. Marks, Robert T. Slee, Christian W. Blee, Michael R. Nall
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Kenneth H. Marks, Robert T. Slee, Christian W. Blee, Michael R. Nall : Middle Market M A: Handbook for Investment Banking and Business Consulting (Wiley Finance) before purchasing it in order to gage whether or not it would be worth my time, and all praised Middle Market M A: Handbook for Investment Banking and Business Consulting (Wiley Finance):

5 of 5 people found the following review helpful. Facilitates sound dealcraft and is a welcome addition to the body of MA knowledge. By Robert Machiz Middle Market MA: Handbook for Investment Banking and Business Consulting was written by Kenneth Marks, Robert Slee, Chris Blees and Michael Nall and published by John Wiley and Sons. None of the authors are strangers to middle-market MA. There are numerous books that deal with mergers and acquisitions. Does the body of literature about MA really need another book? Is this just a rehash of the same-old, same-old? Does Middle Market MA has something fresh and useful for the reader? Any book that facilitates sound dealcraft is a welcome addition to the body of MA knowledge. The Middle Market MA handbook is a worthwhile addition. One of the decided differences about Middle Market MA compared to other works is its unambiguous focus on the middle market written by practitioners who live it. Its voice is clear and that is refreshing. The book articulates the middle-market mindset. It's not about main street—mom and pop businesses. It's not about Wall Street Megadeals. However, practitioners of both can find fresh perspective on the middle market. Moreover, mid-market acquirers and sellers will benefit from this work by gaining a deeper appreciation of the MA process and the mindset of the intermediaries who specialize in the market's unique needs. This publication reflects the continuous evolution and maturity of the middle-market advisory and transaction specialist. Much of its richness is drawn from the material and shared experiences of the instructors and students of the Certified Merger and Acquisition Advisor (CMAA) certification offered by the Alliance of Merger and Acquisition Advisors (AMAA). Middle Market MA steps the reader through the MA process and market—both domestic and global. But the book is more than a technical treatise on deal making. While it includes a great deal of technique and operating knowledge, one of its most valuable characteristics is that it provides a "market perspective." The book's content is more accessible because of this context. Much of this market perspective is inspired by Rob Slees work on Private Capital Markets, an area that is under-covered in the business press and our educational system. Not surprisingly, Rob Slee is one of the book's authors. Given its size, the Middle Market MA handbook can't drill down into the subject matter, but it does provide an excellent overview and framework for mid-market dealcraft. It's well organized and a dealmaker can refer to the sections that address the challenges they are facing at any given stage of the deal process. If you are in the middle MA market—whatever the role—this is a book you will want to read and keep handy.

3 of 3 people found the following review helpful. Grand Tour of the Evolving Middle Market MA By Serge J. Van Steenkiste Kenneth Marks, Robert Slee, Christian Blees, and Michael Nall capitalize on their combined experience to offer their readers a nice overview of the middle market MA. A middle market company is defined as one with \$5 million to \$1 billion in revenues. The authors subdivide their examination of the middle market MA into three sections: 1. The Middle Market: This section offers a high-level view of the private capital markets in the U.S. and abroad, valuation, and corporate development. 2. The MA Practice and Processes: The second section is a mixed bag of topics that include practice management, sell-side and buy-side representations and processes, mergers, and professional standards and ethics. The two chapters dedicated to the sell-side and buy-side representations and processes are by far the most interesting chapters in this section. 3. MA Technical Discussions: This last section is the meat of the book under review. Chapters of particular interest are those covering financial analysis, deal structure and legal documentation, MA tax issues, financing sources and structures, and market valuation. In summary, the Middle Market MA Handbook is a useful reference for middle market business owners and their internal/external advisors.

2 of 2 people found the following review helpful. Great MA resource By William Malone The authors provide a succinct view of markets, valuation, and the MA process while offering excellent tips, and things to be considered in each phase of a deal. It's a very useful tool to refer back to as you work on a deal to make sure all the bases are covered. The discussion of market valuation and deal structure should be must reads for any seller who is trying to gain some objectivity. William Malone, Intermediary, Corporate Investment International of North Florida, Inc.

In-depth coverage in a single handbook of the middle market based on the body of knowledge of the Certified MA Advisor credential program MA advisors have an unprecedented opportunity in the middle market with the generational transfer of wealth and capital being deployed by private equity and corporate investors. Middle Market MA: Handbook for Investment Banking and Business Consulting is a must-read for investment bankers, MA intermediaries and specialists, CPAs and accountants, valuation experts, deal and transaction attorneys, wealth managers and investors, corporate development leaders, consultants and advisors, CEOs, and CFOs. Provides a holistic overview and guide on mergers, acquisitions, divestitures and strategic transactions of companies with revenues from \$5 million to \$500 million Encompasses current market trends, activities, and strategies covering pre, during, and post transaction Addresses the processes and core subject areas required to successfully navigate and close deals in the private capital market Includes content on engagement and practice management for those involved in the MA business This practical guide and reference is also an excellent primer for those seeking to obtain their FINRA Series 79 license.

From the Inside Flap Providing a holistic overview and guide to mergers, acquisitions, divestitures, and strategic transactions for middle market companies, Middle Market MA covers pre-transaction planning, deal execution, and

post-transaction considerations, addressing the processes and core subject areas with the practical and street-smart acumen required to successfully navigate and close deals in the private capital market. Drawing from their combined decades of experience, authors Kenneth Marks, Robert Slee, Christian Blees, and Michael Nall, along with contributors from the Alliance of Merger Acquisition Advisors (AMAA) community, share an abundance of insights to reveal the foundation to understanding the middle market. With straightforward direction about the trends and activities you will encounter, you'll find the essential strategies and tips you'll need before, during, and after the deal.

Middle Market MA explores: Characteristics of the middle market and the private business owner A practical view of market valuation and deals Corporate development applied to the private capital markets Advantages and challenges of cross-border MA Financial analysis and modeling Sell-side/buy-side representation Structuring and financing transactions Tax provisions used in MA Strategic and tactical due diligence Regulation and compliance MA concepts and deal slang Middle Market MA is based on the body of knowledge of the industry-leading benchmark credential, the Certified MA Advisor (CMAA) Program, and is an essential reference for advisors, leaders, and executives involved in the life cycle and process of MA transactions. Based on the body of knowledge of the Certified Merger Acquisition Advisor Program

From the Back Cover Praise for Middle Market MA "Of all the situations we address in investment banking, MA is the most complex. Valuation, tax, regulatory, and differing structures are but a few of the issues that require extra thought and diligence. Middle Market MA is the best reference that one can use for both background as well as a practical execution guide. It outlines the same tools we use on a daily basis." — Christopher W. Gaertner, Managing Director and Co-Head, Technology Investment Banking, Bank of America Merrill Lynch "Middle Market MA is a must-read for business development professionals serving the middle-market MA sector. This is a comprehensive resource that provides valuable insights that are certain to increase your deal-making success." — Patti Gillenwater, CEO, Elinvar, and Board Member, ACG Global "A labor of love; I will be dipping into this book for years to come. It has a strong grasp of both passing trends and lasting principles. It is good on the technical side, without sacrificing the bigger picture and the better deal." — Mike Sweeting, Head of Partnering, BCMS Corporate "A superb treatise for honing your MA skill set. It provides tremendous insight for executives and professionals engaging in middle market MA transactions." — Robert Loewer, JD, MBA, MSA, General Counsel and Director of Finance, National Railway Equipment Co. "Here in one volume, the authors provide timely, relevant insights and time-tested techniques for successfully engaging in middle market MA. For those who are considering an MA transaction—whether as a buyer, a seller, an advisor, or a provider of financing—the advice contained in these pages should be required reading." — Cal Hackeman, National Managing Partner, Technology Industry, Grant Thornton LLP

About the Author KENNETH H. MARKS, CMAA, is founder and a Managing Partner of High Rock Partners, Inc. He is the lead author of *The Handbook of Financing Growth: Strategies, Capital Structure, and MA Transactions* (Wiley). He has been involved as management, advisor, and board member with many emerging growth and middle market businesses. ROBERT T. SLEE, CMAA, is Managing Director of Robertson Foley, a middle market investment-banking firm. He has published over 100 articles on private finance topics in a variety of legal and business journals. He is the author of *Private Capital Markets* (Wiley). CHRISTIAN W. BLEES, CPA, CMAA, is President and CEO of BiggsKofford PC, directing several sectors of the business including the firm's merger, acquisition, and sales practice. He has been involved in over 200 middle market MA sales transactions. MICHAEL R. NALL, CPA, CMAA, is founder and CEO of the Alliance of Merger Acquisition Advisors, a Chicago-based professional trade association featuring a resource and development center serving more than 600 independent accountants, attorneys, and business advisors. He is an author and recognized speaker on valuation, growth, and sales of middle market companies.