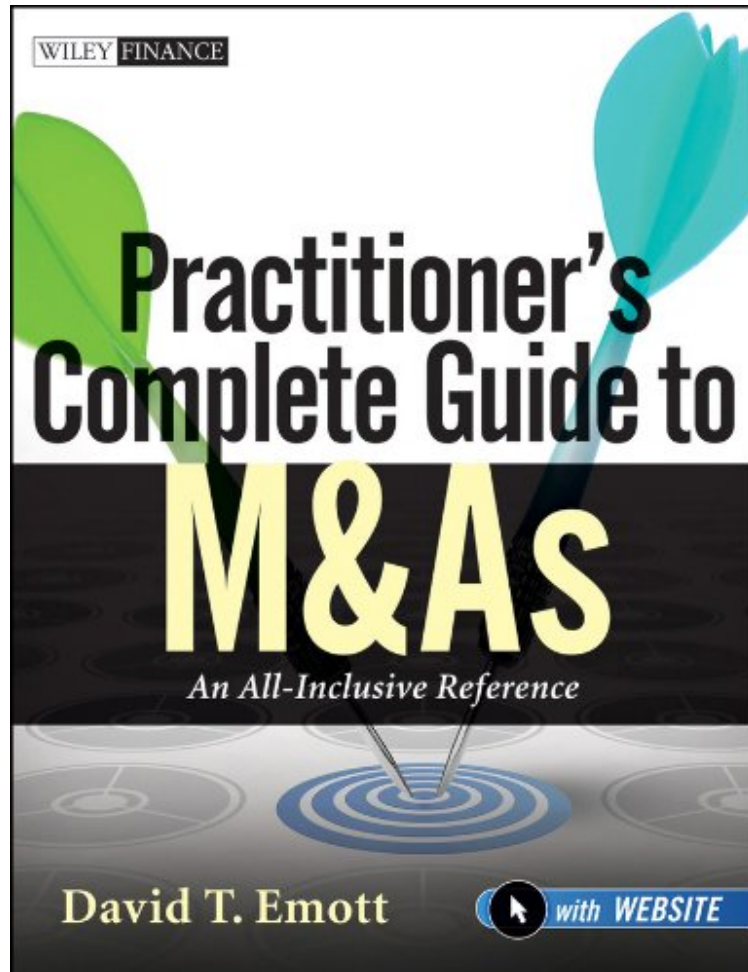


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Practitioner's Complete Guide to MAs: An All-Inclusive Reference (Wiley Finance)

David T. Emott

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David T. Emott : Practitioner's Complete Guide to MAs: An All-Inclusive Reference (Wiley Finance) before purchasing it in order to gauge whether or not it would be worth my time, and all praised Practitioner's Complete Guide to MAs: An All-Inclusive Reference (Wiley Finance):

5 of 5 people found the following review helpful. Review of Dave Emott's MA Practitioner's Guide By Len S David Emott's "Practitioner's Complete Guide to MA's, An All Inclusive Reference" is a very comprehensive and well organized guide that will be of great use to novices and experts alike. His guide lays out in a very clear manner, all of the steps of the MA process using a worthy combination of Diagrams, Tables and Text without dilution from extraneous stories. Of specific merit is the section on negotiating the deal (Topics 66-82) which provides outstanding insight on handling deal negotiations, often the most difficult part of an MA deal. The website interface also provides easy access to the Guide's Diagrams and Tables for one's own use. Finally, this guide is rich in detail and key

considerations for any MA deal, details which even experts would want to make sure have been considered and properly covered in any deal. David Emott's vast expertise in the MA area certainly comes through in his excellent guide - owning this book is the next best thing to having David Emott personally advising and walking you through an M A deal!!.

The ultimate guide to the ins and out of mergers and acquisitions Practitioner's Complete Guide to MAs provides the practical tricks of the trade on MAs: what they need to know, what they have to know, and what they need to do. Numerous examples and forms are included illustrating concepts in discussion. Written in a straight-talking style A highly, practical application-oriented guide to mergers and acquisitions Covers strategy development; deal flow and target identification; due diligence; valuation and offers; tax structuring; negotiation; and integration and value creation" Presents information using bullet points rather than lengthy narrative for ease of reading Numerous exhibits, forms, and examples are included This practical guide takes you through every step of the MA process, providing all the necessary tools that both the first-time MA player as well as the seasoned practitioner need to complete a smart transaction.

From the Back Cover A hands-on, practical guide to doing Mergers and Acquisitions Highly practical and application-oriented, Practitioner's Complete Guide to MAs is designed with appreciation for your demanding obligations, putting the information you require at your fingertips. This hands-on guide takes you through every step of the MA process, from strategy development and target identification, to due diligence and value creation, written in a straightforward, "here's what you need to know now" style. Whether you're new to the MA process or just want a quick refresher, this book helps you know what to watch out for, what to do in specific situations, and how to do it. Its convenient bulleted format covers essential topics, including: Acquisition criteria Deal fees In-depth valuation guidance Platform value and real options Secrets to unlocking hidden value Pricing LBOs and the real deal about leverage Auctions, and how to play Complete due diligence guidance Deal structuring, taxable and tax-deferred deals Negotiating the deal Complete deal integration guidance Papering the deal Indemnification, duration, caps, baskets, escrows And much more This is the only guide you need to confidently prepare for, undertake, and master the MA process. Designed for fast knowledge transfer and instruction, it is the ideal introduction for MBA and law school students and associates entering the investment banking, legal, and accounting professions. Packed with numerous examples, forms, ideas, approaches, and "don't forget" notes for use during live transactions; plus a user-friendly companion website; Practitioner's Complete Guide to MAs is the resource CEOs, CFOs, controllers, corporate development executives, and business owners will turn to again and again for merger and acquisition tools and strategies in a quick-reference format. About the Author DAVID T. EMOTT is a seasoned manager with over twenty-five years of progressively greater responsibility in directing corporate strategy development, MA and joint venture initiatives, performance measurement, strategic planning, control, financing, information technology, and tax planning activities in international and domestic theaters. He currently runs his own consulting business, D.T. Emott Advisory LLC, which provides services to buyers and sellers of companies or operating units.