



Mergers and Acquisitions For Dummies

By Bill Snow

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Mergers and Acquisitions For Dummies By Bill Snow

The easy way to make smart business transactions

Are you a business owner or executive thinking about selling a division, a subsidiary, or the entire company? Or are you thinking about how you may be able to grow your business by merging with or acquiring other companies? Or are you a student thinking about making a career in a mergers and acquisitions (M&A) related industry?

In other words, if you are looking for a plain-language, no-nonsense guide about how mergers and acquisitions can affect your company and career, you've found your book!

Mergers & Acquisitions For Dummies is your insider's handbook about the practice of buying and selling companies. It explains the entire M&A process step by step, introduces you to industry specific terms and acronyms, details the documents used when buying or selling a company, discusses valuation techniques, reveals insights about how to finance deals, provides real world examples of how to structure transactions and bridge valuation gaps between Buyer and Seller, and gives you the basic tools you will need to successfully close M&A transactions.

Plus, you'll get expert advice on identifying and contacting potential M&A targets, performing due diligence, drafting the purchase agreement, and integrating new employees after the deal closes.

Going beyond the case studies of other books, *Mergers & Acquisitions For Dummies* is your one-stop reference guide for successfully buying or selling companies.

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Editorial Review

From the Back Cover

Learn to:

- Navigate the entire M&A process
- Identify and value targets
- Negotiate effectively

The easy way to make smart business transactions

Are you looking for a plain-English guide about mergers and acquisitions and how they can impact your company? Look no further. This hands-on, friendly roadmap explains the world of M&A — from basic terminology to the step-by-step process of how to find, negotiate, finance, and close deals.

- **Speak and act like a player** — get familiar with the building blocks of M&A: words, phrases, and decorum
- **Uncover the rationale for doing deals** — discover the different reasons for buying or selling a company
- **Take one step at a time** — learn the generally accepted process of buying or selling companies
- **Get your motor running** — find out how to kick-start the process, from writing or assessing the offering document to expressing interest in doing a deal
- **Check everything** — learn how to successfully navigate the due diligence process
- **It ain't over 'til it's over!** — discover insider tips about negotiating and what really works (and what doesn't work) when trying to close a deal
- **Sign on the dotted line** — fully understand that all-important day: closing day
- **Manage the transition of the newly merged company** — smoothly integrate employees, policies, and procedures

Open the book and find:

- How to prepare to make a solid deal
- Common reasons to buy or sell a company
- Strategies for approaching Buyer and Seller
- Advice on how to finance a deal
- Tips on reviewing a Seller's offer
- How a Buyer can get a good deal
- Ways to determine a company's worth
- What to expect on closing day
- Steps for making post-closing adjustments

About the Author

Bill Snow is a noted authority on mergers and acquisitions who has successfully bought and sold companies as an investment banker. He also has held leadership positions in rapidly growing public companies, venture-backed dotcoms, and angel funded start-ups. His perspective on all stages of corporate development gives him unique insight to the needs of business owners and executives seeking to create value by selling or

acquiring companies. He regularly writes and speaks on the subject.

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From reader reviews:

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