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Nota di contenuto	Middle Market M&A; Contents; Preface; Acknowledgments; PART ONE The Middle Market; CHAPTER 1 Private Capital Markets; Segmented Markets; Why Are Markets Segmented?; Capital Providers; Owners' and Managers' Views of Risk/Return; Buyers; Market Activity; CHAPTER 2 Valuation Perspectives for the Private Markets; Why the Different Versions of Value?; Valuation as a Range Concept; Value Worlds and Deals; An Alternative Valuation Approach; Private Business Valuation Can Be Viewed through Different Standards of Value; Market Value; Fair Market Value; Fair Value; Incremental Business Value Investment ValueOwner Value; Collateral Value; Book Value; CHAPTER 3 Corporate Development; The Acquisition Process; The Pipeline and Filter; Approaching the Target; The Balance between a Deep Dive and Locking In the Deal; Lower-Middle Market versus Middle Market Deals; Valuation from a Strategic's Perspective; Structuring the Transaction; The Bid; Due Diligence; Integration; Case Study #1; Strategic Rationale; Challenges; Transaction; Lessons Learned; Case Study #2; Practical Tips

and What Causes Deals to Fail; What Should We Acquire?; Why Are We Doing This?; Alignment of Interests
 Allocate Enough ResourcesIf It Can Go Wrong, It Will Go Wrong; Why Acquire?; The Dismal Ds; Alternatives; CHAPTER 4 A Global Perspective; Advantages of Global M&A; Challenges to Global M&A; Negotiations and the Importance of Cultural Tune-In; Strategic Due Diligence; Postmerger Integration: Are the Odds in Your Favor?; From the Start: Think Integration; Acquisitions that Build Value; 1. Set Clear Expectations and Invest in High-Quality, Two-Way Communication; 2. Acknowledge Cultural Differences but Simultaneously Create a Common Corporate Culture with a Single Goal: Achieving High Performance
 3. Move to a Cross-Border Operating ModelThe Legal Environment and the Acquisition Process; The Legal Environment and the Conduct of Business; Taxation; Labor; Foreign Corrupt Practices Act (FCPA); Success Factors; PART TWO The M&A Practice and Processes; CHAPTER 5 Practice Management; Primary M&A Advisors; Marketing the M&A Practice; Networking; Marketing and Advertising; Pretransaction Consulting; Valuation Services; Other Consulting Services; Becoming an Expert; Understanding the Private Business Owner; Client Acceptance; Initial Financial Analysis; Value Discussions; Process Discussions ConfidentialityClient Engagement; Identification of the Parties; Scope of Service; Limitations and Disclosures; Fees; Double Lehman Formula; Termination and Tail; Licensure Issues in the M&A Business; CHAPTER 6 Sell-Side Representation and Process; Selling Process Overview; Step 1: Data Collection; Step 2: Industry Research and Identifying Buyer Types; Step 3: The Marketing Book; Step 4: Marketing Process; Step 5: Negotiating Price and Terms; Step 6: Structuring the Transaction; Step 7: Receiving Letters of Intent or Term Sheets; Step 8: Due Diligence; Step 9: Definitive Agreements
 Step 10: Closing Process

Sommario/riassunto

In-depth coverage in a single handbook of the middle market based on the body of knowledge of the Certified M&A Advisor™ credential program M&A 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 M&A: Handbook for Investment Banking and Business Consulting is a must-read for investment bankers, M&A intermediaries and specialists, CPAs and accountants, valuation experts, deal and transaction attorneys, wealth managers and investors, corporate d