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THE MANAGEMENT PRESENTATION; THE DATA ROOM; THE DEFINITIVE PURCHASE AGREEMENT; CHAPTER 7 Identifying and Cultivating the Right Buyers; STRATEGIC BUYERS; FINANCIAL SPONSORS DIVERSIFICATION PARTIESEMPLOYEE STOCK OWNERSHIP PLANS; MANAGEMENT; FAMILY MEMBERS; CHAPTER 8 How Many Buyers to Approach?; NEGOTIATED SALE; LIMITED AUCTION; BROAD AUCTION; CHAPTER 9 Approaching Prospective Buyers; CONFIDENTIALITY; DISTRIBUTING THE OFFERING MEMORANDUM TO BUYERS; SECURING BUYERS' INDICATIONS OF INTEREST; APPENDIX 9A: CONFIDENTIALITY AGREEMENT; APPENDIX 9B: SAMPLE PROCESS LETTER; APPENDIX 9C: INDICATION OF INTEREST; CHAPTER 10 Management Presentations and Plant Tours; MANAGEMENT PRESENTATIONS; FACILITY TOURS; NEXT STEPS; CHAPTER 11 Negotiating the Purchase Price THE LETTER OF INTENTCASE-SPECIFIC NEGOTIATING STRATEGIES; NEGOTIATING DYNAMICS; APPENDIX 11A: LETTER OF INTENT; CHAPTER 12 Moving from Letter of Intent to Closing; THE NEGOTIATING DYNAMICS HAVE REVERSED; HART-SCOTT-RODINO FILING; KEEPING THE CLOSING PROCESS ON TRACK; WHAT IF IT'S NOT MEANT TO BE?; APPENDIX 12A: DEFINITIVE PURCHASE AGREEMENT; CHAPTER 13 Sales Forced by Bankruptcy or Financial Duress; THE PAINFUL DECISION TO ACT; SECURED PARTY SALES; SALES ENGINEERED BEFORE FILING, BUT CLOSED IN BANKRUPTCY COURT; SALES ENGINEERED AND CLOSED IN BANKRUPTCY COURT; CHAPTER 14 Working with Lawyers LEGAL INVOLVEMENT FROM DAY ONETHE LAWYER'S DISTINCT ROLE; DEAL MAKERS VERSUS DEAL BREAKERS; RETAINING THE RIGHT M&A LAWYER; THE LEGAL CHECK-UP; COLLABORATING WITH THE INVESTMENT BANKER; DRAFTING AND NEGOTIATING THE PURCHASE AGREEMENT; EFFECTIVE VERSUS INEFFECTIVE LAWYERING; MANAGING THE M&A LAWYER; APPENDIX 14A: SELLER'S ATTORNEY PRETRANSACTION CHECKLIST; CHAPTER 15 After the Sale Has Closed; POST-CLOSING IMMEDIATE COOPERATION; POST-CLOSING SUBSEQUENT MATTERS; POST-CLOSING FINANCIAL MATTERS; NEW HORIZONS; LEVELING THE PLAYING FIELD; About the Author; Index

Sommario/riassunto

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 businessShows how the sellers can take capitalize their inherent "unfair advantages" Ex
