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Nota di contenuto	Buyouts : Success for Owners, Management, PEGs, Families, ESOPs and Mergers and Acquisitions; Contents; Acknowledgments; INTRODUCTION The New Reality for Business Owners in 2012; The Middle Market; Not Another Mergers and Acquisitions Book; Chapter Organization; CHAPTER 1 Buyout Examples; Case Study-SRC Holdings, Corporation; Starting at Ground Zero; The Great Game of Business; Looking into the Future; Case Study-SSG Financial Services; Impact of the Plan; Intangible Benefits; Looking into the Future; Case Study-Quality Assembly and Logistics, LLC; Success Factors Case Study-Jumbo Heater & Manufacturing Company, Inc.Tensions and Failure; Lessons Learned; Summary; CHAPTER 2 The Economy; Brief Overview of the Current Recession; Crises Following Wall Street; Prospects for the Immediate Future 2012 and 2013; Near Term Regulatory Environment-Tax Increases; Additional Regulations Coming; The Longer View; Global Perspective; Summary; CHAPTER 3 Finance;

Community Banks; Impact of Pending Dodd-Frank Act; Secured Loans; Regional and National Money Center Banks; Mezzanine Funds; Private Equity; Small Business Administration and Government Sources; Seller Notes

SummaryCHAPTER 4 Valuations; Purpose of the Valuation; Determining the Transaction Consideration; Price and Terms Briefly Examined; Standard of Value for Transactions; Fair Market Value; Adequate Consideration (Employee Stock Ownership Plan and Trust Specific); Investment Value; Fair Value; "Emotional Value"-What a Buyer and Seller Perceive; Types of Buyers and Sellers; Attributes of Ownership-Control and Minority Positions; Control Position (Enterprise Value); Lack of Marketability; Additional Adjustments to Valuation; Three Valuation Approaches: Income, Market, Asset; Income Approach  
Market ApproachAsset Approach; Summary; CHAPTER 5 Industries and Businesses; Technology and Software; Communications; Energy; Commodity Goods-Retail Food and Agriculture; Healthcare; Manufacturing; Construction; Main Street Businesses; Discretionary Products and Services Industries; Professional Services; Summary; CHAPTER 6 Professional Advisors; Attorneys; Certified Public Accountant; Financial Advisors; Case Study: The Maher Group; Investment Bankers; Case Study: The McLean Group; Behavioral Science; Case Study: Humber Mundie & McClary; Key Employees; Board Members or Advisory Members  
FamilySummary; CHAPTER 7 Documents and Due Diligence; Due Diligence for the Seller; Have an Exit Plan-Know Your Options; Review Legal Requirements; Identify Advisory Team; Optimize Value; Put the House in Organizational Order; Address Key Employees; Due Diligence for the Buyer; Key Employee Leadership; Selection of Advisors; Structuring the Transaction; Financial Considerations; Tax Planning; Review Legal Issues; Common Documents and Key Covenants; Term Sheet; Confidentiality Agreement; Letter of Intent; Stock or Asset Purchase Agreement; Loan Agreement and Notes (Bank and Seller Financing)  
Employment, Non-Solicitation, Incentive, and Retention Agreements

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## Sommario/riassunto

The definitive guide to best practices for mastering techniques of the insider-led transition planning A must have book for business owners, key employees, and their advisors who need to be aware of the full spectrum of succession options, Buyouts provides objectives, advice, steps, and a host of examples on the full spectrum of insider-led buyouts. A road map for CPAs, it presents the parameters for many of the major industry segments, techniques for managing risk, providing retention and performance incentives for key personnel and insights into getting deals financed.<li

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