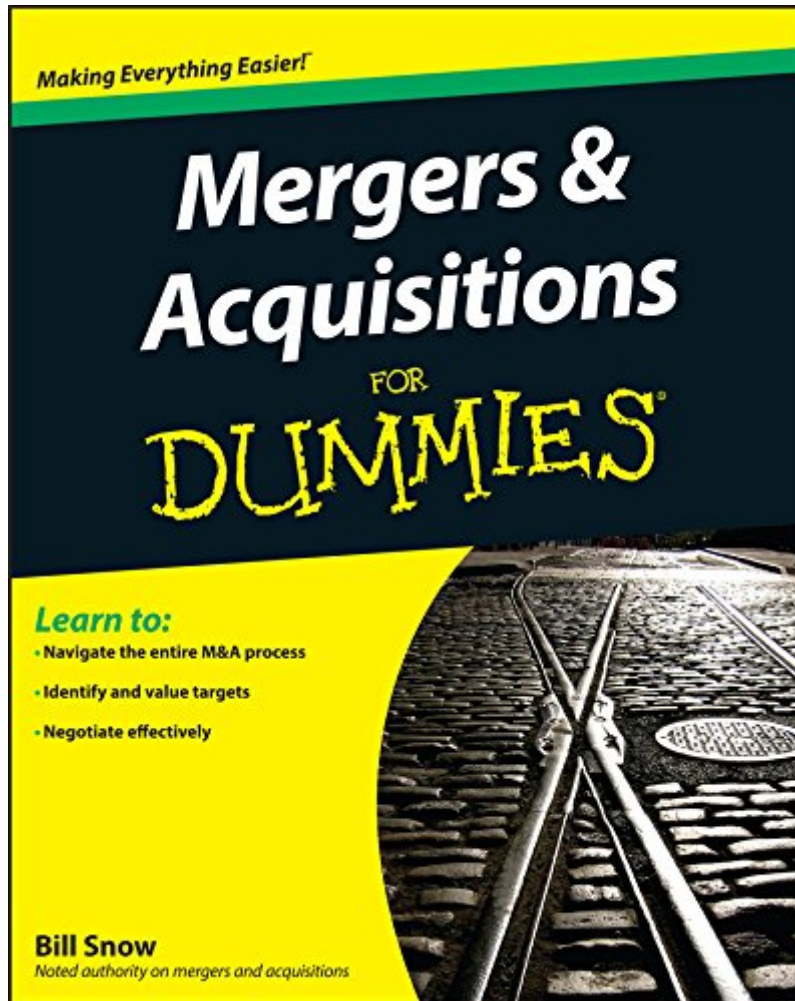


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# Mergers And Acquisitions For Dummies



## Synopsis

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.

## Book Information

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## Customer Reviews

This book is a fantastic introductory text on M&A perfect for four groups of people:1) Business owners or executives interested in selling their business,2) Businessmen interested in acquiring other companies,3) Wall Street professionals looking to learn about M&A, and4) Anyone interested in learning a lot about a fascinating and important aspect of business and the modern economy. If you fit into any one of these categories, reading Bill Snow's book is a wise investment.Snow organizes his book in a way that most benefits novices in the area of M&A. The book is broken down into six parts:Part I: Mergers and Acquisitions 101Part II: Taking the First Steps to Buy or Sell a CompanyPart III: Starting the Deal on the Right FootPart IV: Firming up the DealPart V: Closing the Deal...and Beyond!Part VI: The Part of TensIn Part I, Snow begins by giving a lay of the land for the rest of the book. He starts by defining what exactly M&A is and explains the myriad reasons someone would buy or sell a business. He talks about the nuts and bolts of selling a business, who is involved with this complex process, and how this process usually unfolds. By the end of Part I, the reader is left with the solid framework of M&A. Each successive part of the book gets deeper into the aspects of M&A discussed briefly in Part I. For frequent readers of the Wall Street Journal who are reading the book merely for interest, Part I may be sufficient. Professionals need to know the details and nuances presented throughout the rest of the book.Part II delves into the first steps of the process.

"Mergers & Acquisitions For Dummies" is a tremendously well-written book that both M&A rookies and seasoned dealmakers would find useful. It covers the very basics, such as the difference between a merger and an acquisition, as well as the nuanced details of a transaction, including the LOI and purchase agreement. The author's deep expertise comes through at various times in the book, as he sprinkles in hints and tips based on his own experience to go along with the basic factual information. You feel like the author is pulling you aside at the negotiation table and whispering in your ear. For example, in Chapter 12, he discusses valuation ranges, expressing that while you can do a lot of work trying to value a company, most sell for 4x-6x EBITDA, and that while it is possible for a business to sell outside of that range, it is not customary, at least not for a middle market transaction. He also offers some helpful commentary on digging around for potential sellers (including some scripts that he has found to be useful in cold calling), and his thoughts on wealth

advisors (the dirty secret is that most of the work at the larger firms is done by junior people with little to no experience). While the book is intended to be used as a reference book, where the reader flips to an applicable chapter and reads just that part of the book, I found it to be an interesting read from start to finish. The author's writing style is engaging and light, and he gives plenty of details, but doesn't overwhelm the reader with them. One thing I would note is that a good portion of the book was written from the perspective of an existing business owner looking to make an acquisition or sell his/her business. These parts are not necessarily targeted at the individual or family looking to buy a small business (e.g.

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