

# THE McLEAN GROUP

*Investment Bankers to the Middle Market*

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## **What's It Really Worth? The Sell-Side Approach to Business Valuation and M&A**

*Speaker: Dennis J. Roberts, CPA/ABV, CVA*

CLE Credits: 3.0 hours (non-ethics)

Duration: 4.0 hours

### **Introduction**

A four-hour seminar covering an in-depth discussion on valuation methodologies, the M&A process, types of buyers and how to find them, negotiation strategies, and tax issues.

### **Topics List:**

- ✓ M&A Process Overview
- ✓ Middle-Market M&A Description and Deal Drivers
- ✓ Buyer Types
- ✓ Business Valuation
- ✓ Deal Timing
- ✓ M&A Process, Step by Step
- ✓ Approaching Buyers
- ✓ Documents Involved in the M&A Process
- ✓ Team Formation and Negotiations
- ✓ Auctions
- ✓ Consideration, Price and Terms
- ✓ Tax Issues
- ✓ Top Twelve (12) Seller Mistakes

### **Other Regular Seminars**

- ✓ Exit Strategies
- ✓ Maximizing The Value of Your Business

### **Contact Information:**

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*Please be advised that we can customize the presentation upon request.*