



Mergers & Acquisitions: An Insider's Guide to the Purchase and Sale of Middle Market Business Interests

By Roberts, Dennis J.

Wiley, 2009. Book Condition: New. Brand New, Unread Copy in Perfect Condition. A+ Customer Service! Summary: About the Author.Acknowledgments.Foreword.Preface: A Profession.A Career in Middle Market Investment Banking.The Origins of a Deal Junkie.The Deal Junkie Arrives (Almost).Why Another M&A Book?My Intended Audience.Happy Families.Disclaimers, Apologies, and Modest Lies.CHAPTER 1 The Middle Market Is Different!CHAPTER 2 Drivers of Middle Market Activity and the Sellers.CHAPTER 3 Finding-and Understanding-Buyers in the Middle Market.CHAPTER 4 Preparing a Middle Market Business for Sale and Running the Business while Selling It.CHAPTER 5 Rewarding and Retaining Key Staff in Connection with a Business Sale: Blackmail or Justice?CHAPTER 6 Crystal Balls and Timing the Sale of a Middle Market Business.CHAPTER 7 The Confidential Information Memorandum.CHAPTER 8 Confidentiality While Doing the Deal.CHAPTER 9 Middle Market Investment Bankers and Intermediaries.CHAPTER 10 The External M&A Team, and Using the Team Correctly.CHAPTER 11 Anyone Can Do M&A-Right?CHAPTER 12 Two Types of Auctions: The Informal Auction and the Controlled Auction.CHAPTER 13 Financial Services Agreements, Estimating Professional Fees, and the Importance of Integrity around Large Sums of Money.CHAPTER 14 Investment Banking Representation on the Buy Side.CHAPTER 15 The Letter of Intent: The Most Critical Document?CHAPTER 16 Some Thoughts on the Psychology of M&A Negotiations.CHAPTER 17 Initial...

Reviews

Basically no terms to clarify. It is actually written in basic terms rather than confusing. I found out this ebook from my dad and i suggested this book to find out.

-- **Elinore Vandervort**

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