

3/19/24: MAXIMIZING VALUE WITH THE RIGHT TRANSACTION

- INDUSTRY ANALYSIS & HISTORICAL PERSPECTIVE
- CASE STUDY STAKEHOLDER ANALYSIS EXERCISE
- SHAREHOLDER VALUE MAXIMIZATION STUDY
- WINNING NEW BUSINESS BY BUILDING RELATIONSHIPS

3/20/24: CREATING & PROTECTING VALUE THROUGH FINANCIAL ANALYSIS, PT 1

- QUALITY OF EARNINGS
- WORKING CAPITAL

3/26/24: CREATING & PROTECTING VALUE THROUGH FINANCIAL ANALYSIS, PT 2

- INTERPERETING FINANCIAL STATEMENTS
- UNDERSTANDING CASH FLOW

3/27/24: CREATING & PROTECTING VALUE THROUGH FINANCIAL ANALYSIS, PT 3

- PREPARING FINANCIAL PROJECTIONS
- M&A TAX CONSIDERATIONS

4/2/24: TRANSACTION VALUATION, PT 1

- EXAMINING VALUE DRIVERS

4/3/24: TRANSACTION VALUATION, PT 2

- VALUATION METHODS
- DCF CASE STUDY

4/9/24: THE M&A PROCESS

- MANAGING THE SALE
- M&A PROCESS, MULTIPLE APPROACHES TO SALE
- AUCTION PROCESS & ESOP

4/10/24: VALUATION AND DEAL FINANCE

- GHOST MOUNTAIN SOLUTION
- APPLYING VALUATION CONCEPTS
- ANATOMY OF DEAL FINANCE

4/16/24: DEAL STRUCTURING & DOCUMENTATION

- LEGAL ISSUES - GENERAL DISCUSSION
- DEAL STRUCTURE
- LOIS
- PURCHASE AGREEMENTS

4/17/24: DEAL NEGOTIATION

- NEGOTIATION SKILLS & STYLES
- GHOST MOUNTAIN NEGOTIATION EXERCISE
- SELLERS PANEL

REGISTRATION & FEES

\$2950

**DISCOUNTED REGISTRATION IS AVAILABLE FOR
MULTIPLE PARTICIPANTS FROM SAME
COMPANY**

TO REGISTER

COLES.KENNESAW.EDU/EXECUTIVE-EDUCATION

470-578-6050

QUESTIONS?

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TOPICS ARE SUBJECT TO CHANGE

**MICHAEL J. COLES COLLEGE OF BUSINESS
EXECUTIVE EDUCATION**

IN PARTNERSHIP WITH
M&A SOURCE

CERTIFIED MERGERS & ACQUISITIONS PROFESSIONAL PROGRAM

BEGINS MARCH 19, 2024

SYNCHRONOUS ONLINE
NOON - 3:30P EASTERN

LED BY LARRY STEVENS, PWC PARTNER (RETIRED), CPA

