

The Art of M&A® Training Series

The Art of M&A® Deal Lifecycle

July 16-18, 2024 / Gaylord Texan Resort, Dallas, TX - All times shown are U.S. Central Time Zone



	July 16, 2024	July 17, 2024	July 18, 2024
TIME	Tuesday	Wednesday	Thursday
8:00 - 8:30 AM	<i>Light Breakfast, Coffee & Networking</i>	<i>Light Breakfast, Coffee & Networking</i>	<i>Light Breakfast, Coffee & Networking</i>
8:30 - 10:00 AM	Welcome, Housekeeping Presentation #1-1: Intro to MergerMax® Presentation #1-2: Value Driven Lifecycle	Welcome <i>Application Exercise #2-1: CX/EX Engagement Exercise</i>	Welcome <i>Application Exercise #3-1: IT/Cybersecurity Issues in Diligence & Integration</i>
	Presentation #1-3: Phases 1 & 2: Strategy & Targeting (Includes Deal-Type DNA, Integ Pace)	Presentation #2-1: Financial Diligence: Income Statement & Balance Sheet	Presentation #3-1: Phase 5: Transaction Execution & Closing Preparation <i>Application Exercise #3-2: Course Evaluation</i>
10:00 - 10:30 AM	<i>Morning Break</i>	<i>Morning Break</i>	<i>Morning Break</i>
10:30 - 12:00 PM	<i>Application Exercise #1-1: Strategic Fit/Deal Type Case Study</i>	Presentation #2-2: The "Soft Stuff" - People and Culture Considerations (Target Identification, Due Diligence, & Risk)	Presentation #3-2: Phase 6: Pre-Close Integration Planning / Managing the Integration Effort (Part 2)
	Presentation #1-4: The Diligence Mindset / Phases 3 & 4: Preliminary & Confirmatory Diligence	<i>Application Exercise #2-2: People & Culture Matters - Case Studies</i>	<i>Application Exercise #3-3: Phase 6: Pre-Close Managing Integration Table-Top Exercise (Arm Chair IMO Part 2)</i>
12:00 - 1:00 PM	<i>Lunch</i>	<i>Lunch</i>	<i>Lunch</i>
1:00 - 2:30 PM	Presentation #1-5: Application of the Diligence Principles / Managing the Diligence Effort	Presentation #2-3: Phase 6: Pre-Close Integration Planning / Managing the Integration Effort	Presentation #3-3: Phase 7: Post-Close Planning & Execution
	<i>Application Exercise #1-2a: Application of the Diligence Principles Exercise</i>	<i>Application Exercise #2-3: Pre Close Integration Planning - Case Studies (Arm Chair IMO Part 1)</i>	<i>Application Exercise #3-4: Phase 7: Post-Close Integration Table-Top Exercise</i>
2:30 - 3:00 PM	<i>Afternoon Break</i>	<i>Afternoon Break</i>	<i>Afternoon Break</i>
3:00 - 4:30 PM	<i>Application Exercise #1-2b: Application of the Diligence Principles Exercise - cont'd</i>	Presentation #2-4: IT/Cybersecurity In Diligence & Integration	Presentation #3-4: Phase 8: Long-Term Value Creation
	Presentation #1-6: Financial Diligence: Quality of Earnings, Working Capital	FEATURED KEYNOTE PRESENTATION: "Risk Readiness and Cyber: Managing Cyber Risks Before, During & After Transactions"	Presentation #3-5: Change Management Considerations Presentation #3-6: Closing/Wrap-Up
4:30 - 5:30 PM	<i>Evening Break / Office Hours</i>	<i>Evening Break / Office Hours</i>	<i>Departures</i>
	This is Your Time: Catch-up on emails / action-items from your day-to-day responsibilities; or join a private sounding board session with event presenters, partners or staff	This is Your Time: Catch-up on emails / action-items from your day-to-day responsibilities; or join a private sounding board session with event presenters, partners or staff	<u>Reserve Your Hotel Room HERE</u> <u>Until MON, June 17, 2024</u>
5:30 - 7:30 PM	Tuesday Reception/Roundtable: <i>Complimentary hors d'oeuvres and adult beverages will be served during casual roundtable discussions with presenters, centered around topics chosen/submitted by attendees</i>	Wednesday Reception/Roundtable: <i>Complimentary hors d'oeuvres and adult beverages will be served during casual roundtable discussions with presenters, centered around topics chosen/submitted by attendees</i>	REGISTER