

ON-SITE TRAINING

For Merger & Acquisition Teams

Best Practice Training for Companies Growing by Acquisitions



TRAINING OPTIONS

Executive Briefing

[4 HOURS]

This is a 4-hour interactive working session with a prospective acquirer's key leadership team. This session will address the priorities and objectives of senior management for achieving M&A success. Within the context of best practices and lessons learned from successful acquirers, the facilitators and senior management will address and work the topics of greatest interest based upon where the organization is in building its in-house M&A capabilities and expertise. *Typical Topics Covered: Strategy & Readiness; Critical Success Factors for M&A Effectiveness; Priorities & Focus for Different Acquisitions; Organizational Change; Structuring & Managing Diligence; M&A Integration Process.*



The Art of M&A Due Diligence - Short Course

[1-2 DAYS]

This training program for up to 40 participants is typically focused on jump-starting and preparing the client team for the diligence effort. It can be conducted in anticipation of a deal, but often is done in preparation for a near-term acquisition. In advance of the course, the facilitators will build an understanding of the company's past M&A activities, acquisition strategy and likely scenarios, and target characteristics and attributes. *Typical Topics Covered: Role & Purpose of Diligence; Structuring & Managing the Diligence Effort; Focus & Priorities for Alternative Transactions; Diligence Best Practices & Lessons Learned; Business Fit & Value Assessment; Key Deliverables; Transitioning to Integration.*



The Art of M&A Integration - Short Course

[1-2 DAYS]

This is an M&A integration preparation and training for up to 40 participants, similar to our public workshop. This condensed program combines a balance of front-of-the-room instruction along with highly interactive discussions and exercises that will better equip your designated staff for integration planning and execution; it prepares the organization to take the handoff from Due Diligence and begin creating value for the new combination. *Typical Topics Covered: Business Case for Effective Integration; Understanding the M&A Life Cycle: Focus & Priorities; Strategy & Readiness; Pre-Closing Legal Do's & Don'ts; Structuring & Managing the Integration; Critical Success Factors / Best Practices in Integration Planning & Execution; Essentials for a Successful Day 1; Culture, Communications & Change Management for M&A.*



Other Courses - Customized and Modified as Required

[VARIABLE LENGTHS]

Based on your company's needs, objectives and timelines, we are able to design customized training and jump-start planning programs in M&A Life Cycle, Divestitures, Spin-Offs, HR Readiness, M&A Program Management and others.

THE DETAILS

Why M&A Training?

Would a general send soldiers into battle without proper training, preparation and the tools to win?

Then why do some companies take on acquisitions, representing both significant risks and opportunities, without providing advanced training to successfully execute the M&A activities? Think of this training as an investment, knowing that your organization will be 80% more likely to achieve successful M&A deal outcomes.

The M&A Leadership Council has been the “go-to” organization for more than 1,200 corporate M&A executives who are determined to add value to their deals rather than watch value erode.

Make plans to take 1-2 days of concentrated in-house training for your diligence and integration teams to set them on the right course and be assured of value creation from your next deal.



Course Materials

Presentation delivery includes an optional new Amazon Kindle Fire HD tablet for each participant of the training session, uploaded with the customized course content for your program.

This full-color personal device is used by attendees during the event, and will serve as a convenient future reference upon return home.

Endorsements



“ We really enjoyed learning together, and sharing the day with you all. This training, along with the exchange among our own cross functional team, truly advanced our M&A integration skills. “

*VP, Business Dev Integration
Cisco*



“ The concepts we learned and shared with one another and the collegial assistance we experienced working with the M&A team was invaluable. It is unequivocally worth the investment of time and money in experiencing the M&A process. It pays for itself in multiple and lasting ways.”

*VP and CFO
Finch Paper LLC*



“ ...Best practices, lessons learned and practical resources from people who face similar challenges.”

*Dir, Global M&A Integration
Avnet*



“ ...I'm happy to note that there has been significant savings of time and our essential staff resources and that your contribution has generated profits to Safeway of over four times the cost of your services to date.”

*SVP and CIO
Safeway*

Our Presenters

Presenters at our sessions are subject matter experts with years of real-world experience, all currently facilitating active M&A transactions.

These individuals are partners in Fortune 500 companies, including attorneys, integration consultants, financial professionals, HR executives, IT advisors and published authors.

Program format includes slides, extensive audience participation and facilitated group activities.

Presenters are available throughout the program for networking, questions and the sharing of professional information regarding all aspects of the training at hand.

See our website for full bios and photos of presenters.

Who Should Attend

You're welcome to invite any members of your team who will benefit from training. Ideal group sizes range from 15 to 40 people.

Call Our Office Today

Call our office with questions or to schedule your training now:
214.689.3800

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macouncil.org



All of our training programs are endorsed by the Board of M&A Standards



Who is M&A Leadership Council?

The M&A Leadership Council is a unique consortium of professional service firms, authors, experts and luminaries in the mergers and acquisitions business. In other words, the Best of M&A.

The other common trait of this exclusive group is that they have all risen to the top of the M&A community with a passion to share their experiences and expertise with other M&A professionals and organizations involved in corporate growth, consolidation, restructuring and divestitures.