



Mergers, Acquisitions, and Sales of Closely Held Businesses: Advanced Case Analysis

If you ever wanted to know the mechanics of buying, selling or merging companies, this course offers key insights into the transaction marketplace. This material is aimed at a broad audience of business owners, senior managers, chief financial officers, advisers to closely held businesses, bankers, auditors and attorneys. Business transactions are marquee events in the history of most closely held businesses, and therefore, demand inordinate attention to detail and process. Many skill sets are involved in this process and topics such as negotiations, business valuations, strategic thinking, finance, family businesses, accounting, taxes and group dynamics are covered. Follow real-life case analysis to gain strategic insights into the fascinating transaction marketplace.

OBJECTIVES

Upon completion of this course, participants will be able to:

- Understand transaction strategy and structure
- Apply an effective process to establish transaction "price"
- Master the common elements in negotiated transactions
- Get better results through comparing asset and stock transactions
- Save a business for its employees or for the family

HIGHLIGHTS

- Case analysis of deal structure, tax strategy and the "why" of transactions
- Questions pertinent to CPAs involved in both auditing and tax preparation, as well as to other professionals like bankers, financial advisers, attorneys and insurance representatives
- Transaction valuation fundamentals: determining price, transaction price vs. fair market value, valuation techniques
- Dealmaking: the fluid nature of the deal environment, price vs. terms, financial considerations
- Sale or purchase of assets or stock: C Corporation applications, S Corporation applications, allocation of purchase price and tax attributes
- Specialty transactions – industry "rollups": who the players are; attributes of rollup candidates; historical perspective on pitfalls and lessons learned
- ESOPs as the most tax-efficient transaction for closely held businesses
- Keeping the business in the family: methods for passing wealth to the next generation
- Tax preference reorganizations useful to a wider range of businesses with proper application

WHO WILL BENEFIT

- Advisers of closely held businesses, business owners and senior level managers, chief financial officers, bankers, internal auditors and others responsible for creating proper structure and obtaining benefits in the purchase, sale or merger of a business
- CPA firm tax senior managers and partners

LEVEL

Advanced

CPE CREDIT HOURS

Classroom: 8

(Accepted for CFP®, CMA, CFM and EA continuing education credit)

NASBA FIELD OF STUDY

8-Taxes

PREREQUISITE

Experience in business taxation and mergers & acquisitions

UPDATED CONTENT AVAILABLE

5/15/2010

COURSE ACRONYM

Public Seminar: PSAS

On-Site Training: PSAS

Available in a 4-hour version (CL4PSAS).