

Mergers & Acquisitions ©

Objective: The primary emphasis of this course will not only be the business and financial considerations in structuring a tax-free merger or acquisition, but also the relevant tax issues will be noted. This course will address the major reasons why acquisitions fail, and will highlight the pitfalls to be avoided.

What You Will Learn:

- Why companies engage in mergers & acquisitions
- Why a merger or acquisition may not be appropriate
- The role played by each of the “players” in the deal
- Factors to consider in structuring the deal
- The advantages of a merger over a stock purchase, and vice versa
- Pitfalls in the due diligence process
- How transactions should be documented to protect your client
- Practical tips to protect your client
- Mistakes buyers often make in integrating acquired companies
- When a tender offer should be made
- When hostile takeovers can be used
- Defensive measures that can be used by the target company
- An overview of tax-free reorganizations

CPE: 8 hours (6 hrs. consulting/2 hrs. tax)

Level: Basic to Intermediate

Category: Technical Consulting

Prerequisites: None

Instructor: Dennis J. Gerschick

Code: MAAO