

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.

Learning objectives:

- Explain why companies engage in mergers & acquisitions
- State why a merger or acquisition may not be appropriate
- Describe the role played by each of the “players” in the deal
- List the factors to consider in structuring the deal
- Note the advantages of a merger over a stock purchase, and vice versa
- Highlight the pitfalls in the due diligence process
- Describe how transactions should be documented to protect your client
- Provide practical tips to protect your client
- List the mistakes buyers often make in integrating acquired companies
- Explain when a tender offer should be made
- Describe when hostile takeovers can be used
- Note the defensive measures that can be used by the target company
- Provide an overview of tax-free reorganizations

CPE: 8 hours (7 hrs. consulting / 1 hr. tax)

Level: Basic to Intermediate

Category: Technical Consulting

Prerequisites: None

Instructor: Dennis J. Gerschick

Code: MAAQ