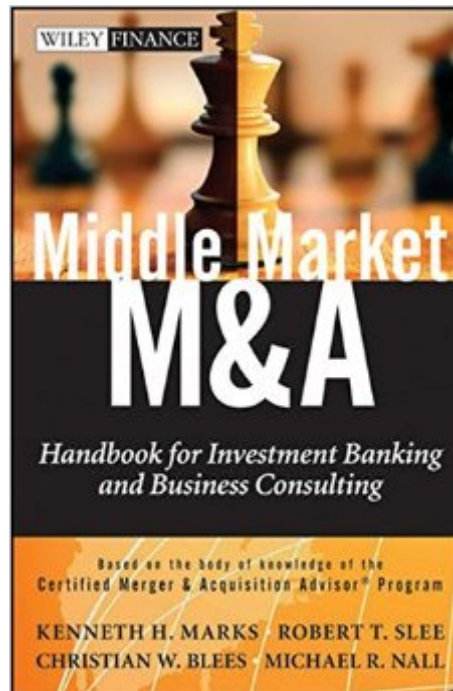


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# Middle Market M & A: Handbook For Investment Banking And Business Consulting



## Synopsis

In-depth coverage in a single handbook of the middle market based on the body of knowledge of the Certified M&A Advisor credential program M&A advisors have an unprecedented opportunity in the middle market with the generational transfer of wealth and capital being deployed by private equity and corporate investors. *Middle Market M&A: Handbook for Investment Banking and Business Consulting* is a must-read for investment bankers, M&A intermediaries and specialists, CPAs and accountants, valuation experts, deal and transaction attorneys, wealth managers and investors, corporate development leaders, consultants and advisors, CEOs, and CFOs. Provides a holistic overview and guide on mergers, acquisitions, divestitures and strategic transactions of companies with revenues from \$5 million to \$500 million Encompasses current market trends, activities, and strategies covering pre, during, and post transaction Addresses the processes and core subject areas required to successfully navigate and close deals in the private capital market Includes content on engagement and practice management for those involved in the M&A business This practical guide and reference is also an excellent primer for those seeking to obtain their FINRA Series 79 license.

## Book Information

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## Customer Reviews

*Middle Market M&A: Handbook for Investment Banking and Business Consulting* was written by Kenneth Marks, Robert Slee, Chris Blees and Michael Nall and published by John Wiley and Sons. None of the authors are strangers to middle-market M&A. There are numerous books that deal with

mergers and acquisitions. Does the body of literature about M&A really need another book? Is this just a rehash of the same-old, same-old? Does Middle Market M&A has something fresh and useful for the reader? Any book that facilitates sound dealcraft is a welcome addition to the body of M&A knowledge. The Middle Market M&A handbook is a worthwhile addition. One of the decided differences about Middle Market M&A compared to other works is its unambiguous focus on the middle market written by practitioners who live it. Its voice is clear and that is refreshing. The book articulates the middle-market mindset. It's not about main street mom and pop businesses. It's not about Wall Street Megadeals. However, practitioners of both can find fresh perspective on the middle market. Moreover, mid-market acquirers and sellers will benefit from this work by gaining a deeper appreciation of the M&A process and the mindset of the intermediaries who specialize in the market's unique needs. This publication reflects the continuous evolution and maturity of the middle-market advisory and transaction specialist. Much of its richness is drawn from the material and shared experiences of the instructors and students of the Certified Merger and Acquisition Advisor (CM&AA) certification offered by the Alliance of Merger and Acquisition Advisors (AMAA). Middle Market M&A steps the reader through the M&A process and market both domestic and global.

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