

MERGERS AND ACQUISITIONS FROM A TO Z BY ANDREW J. SHERMAN

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ANDREW J. SHERMAN

MERGERS & ACQUISITIONS FROM A TO Z

Third Edition

- Best practices for structuring profitable deals during turbulent markets
- Effective ways to raise the capital needed to get deals done
- New due diligence rules and strategies in the age of Sarbanes-Oxley
- Guidelines for keeping deals on track and managing post-closing challenges
- Valuable tools, checklists, and sample forms

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Review

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"well written with examples and tools that buyers and sellers can use right out of the box as they firm up their M&A strategies. I highly recommend this book as a key ingredient for any corporate M&A department.""

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""Sherman and Hart have done a terrific job assembling and synthesizing the basic, yet critical, issues to be aware of before/during/after the deal. A well-rounded, up-to-date primer filled with pragmatic information that will serve as an excellent reference regardless the reader's M&A experience."" -- Edward J. Hayes, Jr.

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The power your company can generate in concert with another is immense. But mergers and acquisitions are incredibly complicated, involving issues ranging from valuation and deal structure to tax and securities laws. And things have only gotten more complicated in the increasingly global, post-Madoff era.

A comprehensive, hands-on resource—now fully revised and updated—the third edition of *Mergers and Acquisitions from A to Z* shows you how to get M&A deals done right. Containing valuable tools, checklists, and sample documents, the book spells out the latest trends and developments in middle-market M&A best practices, and walks you through every step of the deal, from preliminary considerations to due diligence, through each and every piece of necessary documentation, all the way to closing.

The book explains key market conditions and trends, how to understand and take into consideration the motivations of each party, and ways to evaluate possible alternative paths to achieving growth goals and objectives.

Written in an easy-to-read, easy-to-understand, nontechnical voice, and presenting creative strategies for structuring and financing M&A transactions during turbulent market conditions, this long-trusted guide reveals how to boost both the immediate financial position and the long-term outlook for your organization. The book provides a thorough overview of the entire process, showing you how to:

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Filled with case studies and war stories illustrating what works and why, the third edition of *Mergers and Acquisitions from A to Z* offers valuable tools, checklists, and sample documents, providing crucial guidance on: preparing for and initiating the deal; regulatory considerations; due diligence; deal structure; valuation and pricing; and financing even during turbulent market conditions.

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Five Stars

By ali suliman

a very good book with easy steps to understand merger and acquistion

3 of 3 people found the following review helpful.

Great Book which Demystifies M&A - HIGHLY recommend

By Tien Wong

M&A is a highly complex discipline fraught with lots of risk. The majority of M&A deals wind up failing for a myriad of reasons. The most successful M&A practitioners have learned the business through experience and hard knocks.

What the author, Andrew Sherman, does in this book is break down the complexities of the M&A process into understandable components. Whether you're a buyer, a seller, an intermediary, or a financier, this book is very helpful in helping you see the M&A deal process from a variety of vantage points.

It's obvious that the author has a lot of M&A experience, and that helps him convey his thinking to the reader. I have found this book to be very helpful in my own business, as we think through various acquisition

strategies and risk analysis scenarios.

In short, while no one book can be the "Bible" of M&A, Sherman's "Mergers & Acquisitions: From A-Z" is pretty close. It's a highly practical guide which does an excellent job of simplifying and demystifying the M&A deal process.

6 of 7 people found the following review helpful.

Mergers and Acquisitions from A to Z Third Edition

By Scott Miller, CPA

I recently read the complete Third Edition of this book and it is a significant improvement over the highly regarded and readable Second Edition. I have read many books on M&A and this book is distinguished for its thorough analysis of the topic in a highly understandable format. I have cited the book in articles I have written and unhesitatingly recommend this edition to professionals and business owners wishing to become knowledgeable on this powerful topic. Clearly, the author has a storehouse of experience in this field and he passes along myriad insights on getting the deal right. I particularly appreciate the emphasis on defining technical terms and clearly indicating the appropriate steps to take in getting to "yes." There are so many ways for a deal to go wrong, it is refreshing to read a thorough analysis of keeping the transaction process on point. I cannot wait for the eventual Fourth Edition some day. Knowing the precision of the prior editions, it will be a rewarding study as well.

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