Growth And Exit Strategies that Maximize Company and Deal Value

(1 SESSION WITH 5 PARTS)

Participants will:

- Explain the key elements that affect valuation like timing, interest rates, inflation, and taxes.
- Explain the limitations of using multiples to value a business.
- Identify the key zones of business growth, explain the key decisions a seller made to both grow and sell his company, define intangible assets, explain financial recasting in M&A and discuss the impact of Baby Boomer sales on the supply of businesses in the market.
- Explain the most common method for creating a partial sale and identify the 16 steps of the professional M&A process, including due diligence throughout the process.
- Discuss key strategies, like using a pricing matrix, that enhance company profit and revenue.
- Explain the discount cash flow method that buyers use to determine their offers, outline challenges with selling businesses to family or employees, and discuss key M&A points related to taxation, negotiation and getting paid.

To register for this session, go to Generational Group https://www.generational.com/cpe.

Or go to NASBA to review Generational Group's registration page, read about the course and register to attend: Course Library - NASBA Registry

Course ID: 148312

To be awarded the full credit hours, you must be present, registering your attendance and departure on the attendance sheets at the registration desk.

Participants will earn a total of 5.0 CPE credits in a one-day live session. The credits will be broken down as Accounting-2.5 and Finance-2.5.

Additional Information

Who should attend? business owners, wealth managers, accountants, financial advisors and attorneys who want to understand key methods for growing a business and the process for selling a business following the professional, 16 step process

Field of Study: Accounting and Finance

Prerequisites: None

Program Level: Basic

Delivery Method: Group Live

Cost: Free

Refunds: Not applicable as the session is offered free of charge.

Cancellation: please contact Amy Felknor (afelknor@generational.com) to cancel attendance. Please give at least 48-hour notice.

Generational Group is registered with the National Association of State Boards of Accountancy (NASBA) as a sponsor of continuing professional education on the National Registry of CPE Sponsors. State boards of accountancy have final authority on the acceptance of individual courses for CPE credit. Complaints regarding registered sponsors may be submitted to the National Registry of CPE Sponsors through its website: www.nasbaregistry.org

This five-part series on Growth and Exit Strategies that Maximize Company and Deal Value was developed by Generational Group's investment bankers who have hundreds of years of combined experience in creating strategies that help businesses grow and preparing businesses for a successful sale. For businesses that need to grow, they create a 3-5 year plan that prioritizes the most important strategies. Participants will learn about the key elements for businesses that are going to market to be sold, they have deep expertise in preparing the seller's financials, marketing the business to a qualified network of buyers and negotiating all parts of the deal. This course is taught to 75-100 business owners each week, 50 weeks a year.

Content is developed by a subject matter expert and reviewed by qualified persons outside of the development team.

Content is based on relevant learning objectives and outcomes.

At the end of module one, Business Valuation Financial Drivers, participants will be able to explain the key elements that affect valuation like timing, interest rates, inflation, and taxes. They will also be able to explain the limitations of using multiples to value a business.

At the end of module two, the Buyer's Perspective: Intangible Assets, Recasting & Economic Cycle, participants will be able to identify the key zones of business growth, explain the key decisions a seller made to both grow and sell his company, define intangible assets, explain financial recasting in M&A and discuss the impact of Baby Boomer sales on the supply of businesses in the market.

At the end of module three, Partial Sale Calculations and M&A Due Diligence, participants will be able to explain the most common method for creating a partial sale and identify the 16 steps of the professional M&A process, including due diligence throughout the process.

At the end of module four, Business Case Studies: EBITDA & Revenue Enhancement, participants will be able to discuss key strategies, like using a pricing matrix, that enhance both profit and revenue.

At the end of module five, M&A Deal Accounting: Discounted Cash Flow Analysis, Taxation and Payment Forms, participants will be able to explain the discount cash flow method that buyers use to determine their offers, outline challenges with selling businesses to family or employees, and discuss key M&A points related to taxation, negotiation and getting paid.