



## 2020 Study Guide

### 4 textbooks: to be ordered by attendee through Amazon – Approximate cost \$380.00

1. Middle Market M&A Handbook by Robert Slee, Christian Blee, Kenneth H. Marks, Michael Nall
2. Private Capital Markets (2<sup>nd</sup> Edition) by Rob Slee
3. The Handbook of Financing Growth (2<sup>nd</sup> Edition) by Kenneth H. Marks
4. Valuation for M&A: Building Value in Private Companies (2<sup>nd</sup> OR 3<sup>rd</sup> Edition) by Chris M. Mellen and Frank C. Evans

### TOPICS

#### MidMarket Overview

- Links to a “home-study” e-learning segment (Private Capital Marketplace, by Robert Slee) of the CM&AA training and certification program. Click on the links below and when prompted for a password, enter: CMAADePaul

<http://vimeo.com/rsalisbu/cmaa01>

<http://vimeo.com/rsalisbu/cmaa02>

<http://vimeo.com/rsalisbu/cmaa03>

- Referenced Text – Middle Market M&A Handbook by Robert Slee, Christian Blee, Kenneth H. Marks, Michael Nall
  - Preface
  - Chapters 1-4

#### M&A Process

- Referenced Text – Private Capital Markets by Robert Slee
  - Chapters 26, 28, 32, 33
- Referenced Text – Middle Market M&A Handbook by Robert Slee, Christian Blee, Kenneth H. Marks, Michael Nall
  - Chapters 5-9



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### Financing: Growth & Acquisitions

- Referenced Text – Middle Market M&A Handbook by Robert Slee, Christian Blee, Kenneth H. Marks, Michael Nall
  - Chapter 15
- Referenced Text – The Handbook of Financing Growth (2nd Edition) by Kenneth H. Marks
  - Preface
  - Chapters 1, 4, 5

### Traditional BV / Cash-Debt Free Balance Sheet – Transaction Valuation

- Referenced Text – Middle Market M&A Handbook by Robert Slee, Christian Blee, Kenneth H. Marks, Michael Nall
  - Chapters 2, 10, 17
- Referenced Text – Valuation for M&A: Building Value in Private Companies (2<sup>nd</sup> or 3<sup>rd</sup> Edition) by Chris M. Mellen and Frank C. Evans
  - If 2<sup>nd</sup> Edition: Chapters 7 through 14
  - If 3<sup>rd</sup> Edition: Chapters 6 through 13

### M&A Tax Topics

- Referenced Text – Middle Market M&A Handbook by Robert Slee, Christian Blee, Kenneth H. Marks, Michael Nall
  - Chapters 12 & 13

### Corporate M&A

- Referenced Text – Middle Market M&A Handbook by Robert Slee, Christian Blee, Kenneth H. Marks, Michael Nall
  - Chapter 3

### M&A Legal Topics

- Referenced Text – Middle Market M&A Handbook by Robert Slee, Christian Blee, Kenneth H. Marks, Michael Nall
  - Chapters 11 & 14