

An advanced credential evidencing the highest recognized standards of professional excellence for middle market corporate financial advisory and transaction services.

2012 Training Program Dates





CONNECTING LEADING M&A PROFESSIONALS TO BUILD RELATIONSHIPS, SHARE RESOURCES AND CREATE VALUE

Program Summary

The **Certified Merger & Acquisition Advisor**[®] (CM&AA) certification is the premiere advanced professional credential awarded to the best business transaction and advisory professionals, including MBAs, CPAs, CFAs, attorneys, and other highly qualified experts. The CM&AA training program is designed for M&A professionals seeking to develop their professional and leadership competencies to a new 'gold standard' level of excellence and to help make it easier for companies to select an M&A advisor of the highest caliber.

The week-long program is aimed at business professionals working in the middle market (\$5-500M). Investors and advisors will walk away with world-class information, certification and tools - and more importantly - extraordinary professional competence.

The CM&AA Certification has become the "Gold Standard" for Middle Market Corporate Financial Advisors, earning up to 36 CPE credit hours. The Certified Merger & Acquisition Advisor[®] Credentialing Program provides comprehensive, current information, insight and inspiration from practicing M&A professionals of all different disciplines.

Agenda Summary

(Syllabus details available upon request)

- An Overview of the Private Capital Marketplace
- The Dynamics of an M&A Engagement & Practice Management
- Corporate M&A Development
- Buy and Sell-Side Representation, Traditional Investment Banking
- Business Valuation and M&A Standards, Accounting, Finance,
- Traditional Business Valuation and Transactional Valuation
- M&A Legal and Tax Issues
- Acquisition & Growth Financing
- Review and Examination for Credentialing

Cost of the 5-day program: \$3,995

Includes:

- AM&AA membership for 1 year
- 5 day Training program which includes exam fees with training materials
- 1 year license for Business ValueXpress software

Additional support materials required

(can be purchased on Amazon.com):

- Private Capital Markets 2nd Edition* by Rob Slee
- The Handbook of Financing Growth 2nd Edition* by Kenneth H. Marks
- Valuation for M&A: Building Value in Private Companies 2nd Edition* by Chris M. Mellen and Frank C. Evans
- M&A Handbook* by Rob Slee, Kenneth Marks, Chris Blee, and Michael Nall (Available January 2012)

