



Study Guide

(Updated 8.9.2018)

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 (2nd Edition) by Rob Slee
3. The Handbook of Financing Growth (2nd Edition) by Kenneth H. Marks
4. Valuation for M&A: Building Value in Private Companies (2nd OR 3rd 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 (2nd or 3rd Edition) by Chris M. Mellen and Frank C. Evans
 - If 2nd Edition: Chapters 7 through 14
 - If 3rd 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