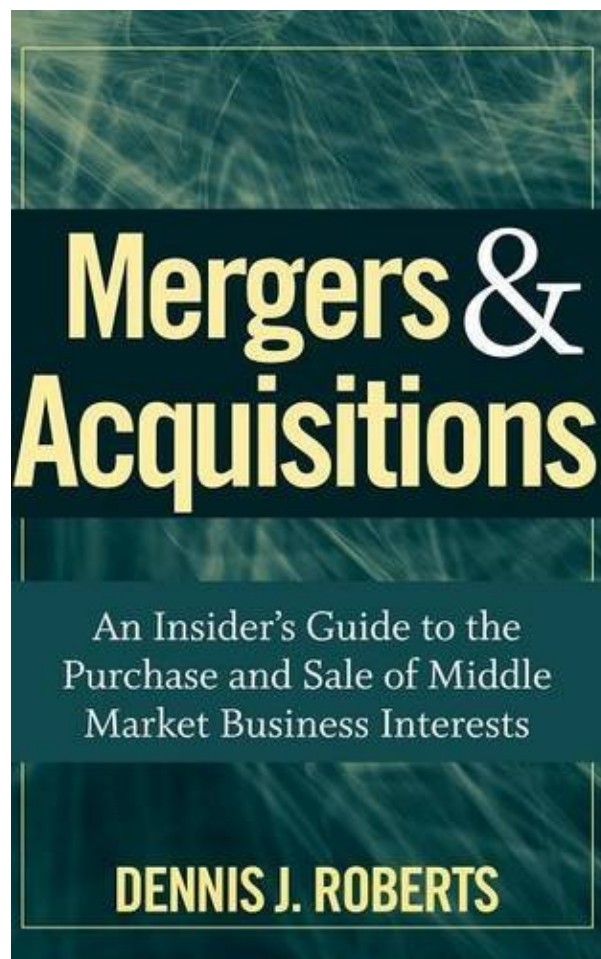


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# Mergers & Acquisitions

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Purchase and Sale of Middle  
Market Business Interests

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This book was designed not only for owners and managers of middle market businesses but as a training text for middle market M&A investment bankers and consultants. It discusses the art and science of middle market M&A as well the all-important psychology and behind-the-scenes negotiations pursued with a particular emphasis on obtaining the absolute highest value when selling a business. Subjects addressed include valuation, taxation, negotiations, M&A conventions, among many others from the buy-side and sell-side perspectives.

Subtitled “Tales of A Deal Junkie,” this serious but occasionally irreverent book tells it like it is, including anecdotes to provide a “feel” for what really goes on in middle market transactions. The author, a former practicing CPA and a business valuation expert, is a veteran M&A investment banker with years of real life experience. He also is a widely-acclaimed instructor in the M&A field and a nationally-respected practitioner who has trained thousands of investment bankers. No comparable book on the market today provides this degree of comprehensive and invaluable insight.

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Roberts: Better than technical know-how

By kjodonnell

The vast majority of M&A activity is in the Middle Market, where enterprises are highly idiosyncratic. So, any author who hopes to illuminate this topic in any meaningful way faces several challenges. Dennis Roberts overcomes them all to produce a volume that owners of enterprises will find as useful and accessible as his professional peers.

The first challenge is credibility. Mr. Roberts is no unsullied academic, and he proves as much through his choice of real-world examples that every business owner will identify with. Another winner - for me, at least - is his use of the first person. Mr. Roberts makes more observations than declarations. Those observations are as instructive as his conclusions.

The second challenge is structure. Middle Market M&A is a massive topic. Any comprehensive treatment could easily run several volumes. Mr. Roberts constructs the book in a logical architecture of issues. To me, this reflects his experience working with the priorities of his clients. He knows what they're most concerned about, and how to lay out sequentially what they need to know.

That leads to the third challenge: Who is this book written for? Clearly the book is aimed at business owners who may be considering M&A activities. Suitably, it addresses issues to their point of view - especially in the case studies he chooses. But Mr. Roberts also balances that need against giving a broader view of other parties involved in M&A. Those same case studies are useful as cautionary tales to M&A professionals and other professionals who work around the edges of the field.

Mr. Roberts moves quickly through substance, saying little more than needs saying (perhaps less than this review), another concession to impatient business owners. All of which gives you a sense of just how much Mr. Roberts packed into 400 pages. That style allows us to digest key issues without wading through the metaphysical history of blah blah blah. Practical. Pragmatic. To the point. Move on.

One picayune complaint is the less-than compelling graphic layout of the text, a gripe directed at the publisher, not the author.

Sitting down with Mergers & Acquisitions is like having Mr. Roberts in the room as a friendly advisor. You may wish to skim some parts of lesser interest; while reading and re-reading other parts with a pad and pen. (My copy is marked up and tagged with post-it notes, like an undergrad's.) In the end, you'll feel like Mr. Roberts has shared more than his encyclopedic technical knowledge: He's shared much of his accumulated wisdom. Like most readers, I've never met Mr. Roberts. But it does seem like it would be time well-spent, if the book is any indication.

3 of 3 people found the following review helpful.

Excellet Guide to Middle Market Investment Banking

By The\_Outlawz

This book by Dennis Roberts, who is an experienced Middle Market Investment Banker, definitely gives the ins and outs of Middle Market Investment Banking. I have been looking for a book exactly like this for the longest time, and Roberts seems to have answered most of the questions I have had on this topic. Robert's gave me the answer to questions that ONLY and experience Middle Market Investment Banker would know, from how to structure an LOI to setting up your fee structure; to the practicalities of setting up and running you own middle market investment banking practice. Roberts, touches upon some technical aspects of M&A, but his book is focused on deal making, and a "learn" by case methodology.

If you are looking for a book on valuations, and some of the technical aspects of M&A and Investment Banking I would recommend "Investment Banking" by Joshua Rosenbaum, Joshua Pearl and Joseph R. Perella, for technical aspects on deal structuring I would recommend Donald DePamphilis "Merger, Acquisitions, and Other Restructuring Activities," having studied both text, I would definitely encourage anyone trying to get into Investment Banking to purchase these books in addition to Dennis Roberts' book, as it IS the practical guide for running you own Middle Market practice. Good Luck!

3 of 3 people found the following review helpful.

the missing link of M&A

By Timothy J. Kruse

Have you ever found a book so helpful to your professional development that you found yourself saying: "Stop reading only at your own peril!" This book is such a book. Although I have lots to manage with my current buy and sell side engagements, I feel like I really owe it to my clients and myself to finish this book before I take another significant action on their or my own behalf. This book is absolutely fantastic, thank you! As someone new to the business and being a sole practitioner, this book is like having the personal coach/mentor I've wanted with me on/during my various engagements. I do alot of reading in the M&A field; this book is far and away the most helpful M&A advice I've read thus far. There are lots of M&A books out there but most are written from the perspective of Wall St. To get good information on main st, one can get lots of great stuff from IBBA. That leaves a big gap, a missing link if you will, for those of us wanting to make a living in the middle market. Roberts' book fits the bill perfectly. Thanks to Dennis for sharing his knowledge and experience through this book.

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