

Name: \_\_\_\_\_

Phone: \_\_\_\_\_

# M&A Update for Buyers and Sellers

Alfred F. De Bellas, Jr.  
DeBellas & Co.  
adebellas@debellas.com  
*debellas.com*

David Phillips  
CHILDS Advisory Partners  
dphillips@childsap.com  
*childsap.com*

Samuel R. Sacco  
R.A. Cohen Consulting  
sam@racohenconsulting.com  
*racohenconsulting.com*



Wednesday, Oct. 26  
4–5 p.m.



## M&A Update for Buyers and Sellers

<p>Alfred F. De Bellas Jr.          Founder and President          De Bellas &amp; Co. Consulting</p>	<p>Dave Phillips          Director          Childs Advisory Partners</p>	<p>Samuel R. Sacco          Partner          R.A. Cohen Consulting</p>
---------------------------------------------------------------------------------------------------------------	----------------------------------------------------------------------------------	--------------------------------------------------------------------------------

Wednesday, Oct. 26, 4–5 p.m.

---

---

---

---

---

---

---

---

## AGENDA

- ▶ Current M&A Activity
- ▶ Valuation
- ▶ Maximizing Value
- ▶ Exit Planning
- ▶ Advice for Buyers

---

---

---

---

---

---

---

---

## CURRENT M&A ACTIVITY

- Description and Assessment
- Duration
- Profile of Sellers
- Profile of Buyers

---

---

---

---

---

---

---

---

## VALUATION

- Valuation Equation
- Multiples
- Working Capital
- Deal Structure

---

---

---

---

---

---

---

---

## MAXIMIZING VALUE

- ▶ Size
- ▶ Gross Profit
- ▶ Management Depth
- ▶ Client Concentration/Diversity

---

---

---

---

---

---

---

---

## EXIT PLANNING

- ▶ Preparation
- ▶ Options
- ▶ Tax Planning
- ▶ Management Succession
- ▶ Decision(s) regarding M&A Advisor
- ▶ Legal Matters

---

---

---

---

---

---

---

---

# ADVICE FOR BUYERS

- ▶ Objectives
- ▶ Integrate with Plan
- ▶ Team
- ▶ Financing
- ▶ Sellers' Expectations
- ▶ Communication
- ▶ Culture

---

---

---

---

---

---

---

---

# Questions

---

---

---

---

---

---

---

---

## Thank You for Attending

		
Alfred F. De Bellas Jr. Founder and President De Bellas & Co. Consulting	Dave Phillips Director Childs Advisory Partners	Samuel R. Sacco Partner R.A. Cohen Consulting



---

---

---

---

---

---

---

---