

Catalogue of M&A Focus Articles

ATA = Ask the Advisor

	Year	Issue	Article
1.	2010	Apr/May	Exercise Caution When Wading Back Into the M&A Market
2.	2010	Apr/May	Combine and Conqueror: The Bid Advantage of Roll-ups
3.	2010	Apr/May	The Name Game: A Critical Acquisition Decision You Should Not Neglect
4.	2010	Apr/May	ATA - How should I handle compensation disparity with my merger?
5.	2010	Feb/Mar	Eight First Time Seller Mistakes
6.	2010	Feb/Mar	Looking Up.. An Economic Recovery Can Be Your Selling Opportunity
7.	2010	Feb/Mar	Initial Steps to the Integration Process
8.	2010	Feb/Mar	ATA - What does it mean to "Buy a Balance Sheet"?
9.	2009	Year End	Good Financial Projections can Help Seal your Deal
10.	2009	Year End	Tough Call: Deciding to Write off Goodwill
11.	2009	Year End	Prepare for the Worst with a MAC
12.	2009	Year End	ATA - Should my company consider a "Virtual Merger"?
13.	2009	Oct/Nov	Manage Risk the Right way
14.	2009	Oct/Nov	Performance Anxiety? Earnouts can Help
15.	2009	Oct/Nov	How to Sell your Sale to Employees
16.	2009	Oct/Nov	ATA - Should I sell my company in an auction?
17.	2009	Aug/Sep	Dealing with Debt - Managing your company's liabilities before you sell
18.	2009	Aug/Sep	Buyer's Market - What a changing M&A landscape means
19.	2009	Aug/Sep	Take Your Public Company Out of the Public Eye
20.	2009	Aug/Sep	ATA - How should I handle compensation disparity with my merger?
21.	2009	Jun/Jul	Solve your Credit Crisis with Seller Financing
22.	2009	Jun/Jul	Selling a Distressed Company at a Healthy Price
23.	2009	Jun/Jul	In Shape to Sell - How Fit is your Business?
24.	2009	Apr/May	When to Sell a Division or Subsidiary
25.	2009	Apr/May	Never too Early... - Start Preparing your Business for Sale Now
26.	2009	Apr/May	Look Out! Spotting the signs of a Troubled Deal
27.	2009	Feb/Mar	Strategic Alliances - When Two is Better than One
28.	2009	Feb/Mar	Snake in the Grass - Employee-Related Liabilities can Poison your Deal
29.	2009	Feb/Mar	M&A Insurance can Shield your Deal from Risk
30.	2008	Year End	Get Smart about Intellectual Property
31.	2008	Year End	Cross-Border M&As - Don't let People Power become People Problems
32.	2008	Year End	A Sprint <i>and</i> a Marathon - How Dual-Purpose Integration Supports Short and Long-term Goals
33.	2008	Oct/Nov	What to do When a Buyer Backs Out
34.	2008	Oct/Nov	Destination: M&A Success - an Integration Manager can Help Get you There
35.	2008	Oct/Nov	Justifiable Risk? The Dangers and Rewards of Cross-Border Acquisitions
36.	2008	Aug/Sep	Sunny Days or Storm Clouds? A Look at what's on the M&A Horizon
37.	2008	Aug/Sep	Price Management - Addressing an Overlooked Aspect of Integration
38.	2008	Aug/Sep	Uncover your Company's Key Value Drivers

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39.	2008	Jun/Jul	The Journey Ahead - Map out Succession, Retirement and Estate Plans <i>Before</i> you Exit your Business
40.	2008	Jun/Jul	New Accounting Rules may Affect your M&A Deal
41.	2008	Jun/Jul	Focus on the Future - Anticipating Acquisition Success with Strategic Due Diligence
42.	2008	Apr/May	Improve your Turnaround's Forecast for Long-Term Success
43.	2008	Apr/May	Does your Business Measure Up? Benchmarking Financial Performance
44.	2008	Apr/May	Put your Money Where your Mouth is - Communicating Effectively with M&A Stakeholders
45.	2008	Feb/Mar	Don't Let Fraud Derail your Deal
46.	2008	Feb/Mar	Buying Damaged Goods? How to Evaluate a Distressed Company's Potential
47.	2008	Feb/Mar	Board Appeal - Your Directors can Help Steer you through an M&A
48.	2007	Year End	Don't Fumble your Acquisition - Hidden Risks could take you Out of the Game
49.	2007	Year End	How Collars can Help Ensure the Value of your M&A Deal
50.	2007	Year End	Staying Power - Retain Customers after an Acquisition
51.	2007	Aug/Sep	Good Deal or Bad Deal - Avoiding common Mistakes when Selling a Business
52.	2007	Aug/Sep	An Earnout can Break your Price Negotiation Impasse
53.	2007	Aug/Sep	Lurking Dangers - Don't Fail to Plan for your M&A deal's Tax Consequences
54.	2007	Jun/Jul	Intellectual Property and Due Diligence - How Buyers and Sellers Should Prepare
55.	2007	Jun/Jul	Use your Acquisition as a Tool for Growth
56.	2007	Jun/Jul	Dream Team - Let Professionals Guide your M&A Deal
57.	2007	Apr/May	Protection your Proprietary Information - How a Clean Team can Help
58.	2007	Apr/May	Will your Business be Ready when a Buyer Comes Knocking?
59.	2007	Apr/May	Distressed Companies - Increase your Chance of Getting a Fair Market Price
60.	2007	Feb/Mar	Line Up your Financing Early
61.	2007	Feb/Mar	Measures that Matter - How M&A Professionals Track the Industry
62.	2007	Feb/Mar	Valuing C Corporation Assets - a Potentially Contentious Situation
63.	2006	Year End	Options for Taking your Company Public
64.	2006	Year End	Brief and to the Point - Drafting an Effective Letter of Intent
65.	2006	Year End	Enterprise Value - How Smart Buyers View Company Debt and Cash
66.	2006	Oct/Nov	Important Questions to Ask Before Acquiring a Company
67.	2006	Oct/Nov	Who's Responsible for what, when? Your and your Advisor's Roles in the Sale Process
68.	2006	Oct/Nov	Valuing a Business for Gift, Estate, and other Tax Purposes
69.	2006	Jun/Jul	Win-Win - Keys to Negotiating a Successful M&A Deal

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70.	2006	Jun/Jul	When the Market is Right - Understanding Economic Cycles can Help you Time a Business Sale
71.	2006	Jun/Jul	Is Industry Destiny when it comes to Selling your Company?
72.	2006	Apr/May	Securing your Base - Ensure Employee Support after Acquiring a Company
73.	2006	Apr/May	How Private Equity can Help you Grow
74.	2006	Apr/May	Case Study - Timeline of a Successful M&A Transaction
75.	2006	Feb/Mar	Intangible but Valuable - a Strong Brand Fosters Growth, Attracts Buyers
76.	2006	Feb/Mar	Complete the Deal and Save on Taxes - The Benefits of Installment Sales for C Corporations
77.	2006	Feb/Mar	Five Things you should Know about Prospective M&A Advisors
78.	2005	Year End	Show Me the Money - Sources of Capital to Grow your Business
79.	2005	Year End	What's your Business Worth? It's in the Eye of the Beholder
80.	2005	Year End	Stock Ownership Plans can Benefit Owners, Reward Employees
81.	2005	Aug/Sep	Shrinking to Grow - Why a Strategic Divestiture might Help your Business Flower
82.	2005	Aug/Sep	Now may be the Time to Sell your Tech Company
83.	2005	Aug/Sep	Blueprint for your Company's Future - Attract Investors with your Business Plan
84.	2004	Oct/Nov	Reverse Mergers Provide Alternative to IPOs
85.	2004	Oct/Nov	Protect your Transaction with a Presale Audit
86.	2004	Oct/Nov	Bridging the Gap - Earnouts can Pave the Way to a Deal
87.	2004	Oct/Nov	New Choices for Shareholders of Closely Held Companies
88.	2004	Oct/Nov	Don't Fear the "D" Word - Divestitures can Boost Company Value
89.	2004	Aug/Sep	It's 2004 - Do you Know your Company's Market Value?
90.	2004	Aug/Sep	Selling your Business to a Strategic vs. a Financial - Buyer
91.	2004	Aug/Sep	Giving Creditors Their Due: A Bankruptcy War Story
92.	2004	Aug/Sep	Roll-Ups can Present Integration Challenges