

Catalogue of M&A Focus Articles

ATA = Ask the Advisor

1.	Year	Issue	Article
2.	2011	Feb/Mar	Ready, Set, Test! Before you sell consider a practice run.
3.	2011	Feb/Mar	So you have bought a troubled company: What Now?
4.	2011	Feb/Mar	Getting the most value out of your IP
5.	2011	Feb/Mar	ATA - Do I need to handle promotion issues before I sell my company?
6.	2010	Year End	The promise and the pitfalls of cross-border deals.
7.	2010	Year End	How to keep your family in the business.
8.	2010	Year End	Courting private equity - Obstacles remain but deals are possible.
9.	2010	Year End	ATA - What's a minority stake deal and why should I consider one?
10.	2010	Oct/Nov	Keeping Key Players on Board with Incentives
11.	2010	Oct/Nov	Torn Between Two Buyers - How to Handle the Dilemma
12.	2010	Oct/Nov	\$1 Does Not Always Equal \$1 - Cash Flow Value is Subjective
13.	2010	Oct/Nov	ATA - How do I ensure I actually get paid for my company?
14.	2010	Aug/Sep	When it's Time to Sell - internal and external factors can help you decide
15.	2010	Aug/Sep	Accentuate the Positives - Revenues can drive post merger growth
16.	2010	Aug/Sep	Hedge Your Bets with a Hedge Fund
17.	2010	Aug/Sep	ATA - Do I need a corporate development team?
18.	2010	Jun/Jul	Middle-Market M&A has Wind in its Sails
19.	2010	Jun/Jul	Seller's Endgame - It's not over until it's over
20.	2010	Jun/Jul	The Other Part of the Due Diligence Story
21.	2010	Jun/Jul	ATA - What is a reverse merger and when is it appropriate?
22.	2010	Apr/May	Exercise Caution When Wading Back Into the M&A Market
23.	2010	Apr/May	Combine and Conqueror: The Bid Advantage of Roll-ups
24.	2010	Apr/May	The Name Game: A Critical Acquisition Decision You Should Not Neglect
25.	2010	Apr/May	ATA - How should I handle compensation disparity with my merger?
26.	2010	Feb/Mar	Eight First Time Seller Mistakes
27.	2010	Feb/Mar	Looking Up.. An Economic Recovery Can Be Your Selling Opportunity
28.	2010	Feb/Mar	Initial Steps to the Integration Process
29.	2010	Feb/Mar	ATA - What does it mean to "Buy a Balance Sheet"?
30.	2009	Year End	Good Financial Projections can Help Seal your Deal
31.	2009	Year End	Tough Call: Deciding to Write off Goodwill
32.	2009	Year End	Prepare for the Worst with a MAC
33.	2009	Year End	ATA - Should my company consider a "Virtual Merger"?
34.	2009	Oct/Nov	Manage Risk the Right way
35.	2009	Oct/Nov	Performance Anxiety? Earnouts can Help
36.	2009	Oct/Nov	How to Sell your Sale to Employees
37.	2009	Oct/Nov	ATA - Should I sell my company in an auction?
38.	2009	Aug/Sep	Dealing with Debt - Managing your company's liabilities before you sell
39.	2009	Aug/Sep	Buyer's Market - What a changing M&A landscape means
40.	2009	Aug/Sep	Take Your Public Company Out of the Public Eye
41.	2009	Aug/Sep	ATA - How should I handle compensation disparity with my merger?
42.	2009	Jun/Jul	Solve your Credit Crisis with Seller Financing
43.	2009	Jun/Jul	Selling a Distressed Company at a Healthy Price

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44.	2009	Jun/Jul	In Shape to Sell - How Fit is your Business?
45.	2009	Apr/May	When to Sell a Division or Subsidiary
46.	2009	Apr/May	Never too Early... - Start Preparing your Business for Sale Now
47.	2009	Apr/May	Look Out! Spotting the signs of a Troubled Deal
48.	2009	Feb/Mar	Strategic Alliances - When Two is Better than One
49.	2009	Feb/Mar	Snake in the Grass - Employee-Related Liabilities can Poison your Deal
50.	2009	Feb/Mar	M&A Insurance can Shield your Deal from Risk
51.	2008	Year End	Get Smart about Intellectual Property
52.	2008	Year End	Cross-Border M&As - Don't let People Power become People Problems
53.	2008	Year End	A Sprint <i>and</i> a Marathon - How Dual-Purpose Integration Supports Short and Long-term Goals
54.	2008	Oct/Nov	What to do When a Buyer Backs Out
55.	2008	Oct/Nov	Destination: M&A Success - an Integration Manager can Help Get you There
56.	2008	Oct/Nov	Justifiable Risk? The Dangers and Rewards of Cross-Border Acquisitions
57.	2008	Aug/Sep	Sunny Days or Storm Clouds? A Look at what's on the M&A Horizon
58.	2008	Aug/Sep	Price Management - Addressing an Overlooked Aspect of Integration
59.	2008	Aug/Sep	Uncover your Company's Key Value Drivers
60.	2008	Jun/Jul	The Journey Ahead - Map out Succession, Retirement and Estate Plans <i>Before</i> you Exit your Business
61.	2008	Jun/Jul	New Accounting Rules may Affect your M&A Deal
62.	2008	Jun/Jul	Focus on the Future - Anticipating Acquisition Success with Strategic Due Diligence
63.	2008	Apr/May	Improve your Turnaround's Forecast for Long-Term Success
64.	2008	Apr/May	Does your Business Measure Up? Benchmarking Financial Performance
65.	2008	Apr/May	Put your Money Where your Mouth is - Communicating Effectively with M&A Stakeholders
66.	2008	Feb/Mar	Don't Let Fraud Derail your Deal
67.	2008	Feb/Mar	Buying Damaged Goods? How to Evaluate a Distressed Company's Potential
68.	2008	Feb/Mar	Board Appeal - Your Directors can Help Steer you through an M&A
69.	2007	Year End	Don't Fumble your Acquisition - Hidden Risks could take you Out of the Game
70.	2007	Year End	How Collars can Help Ensure the Value of your M&A Deal
71.	2007	Year End	Staying Power - Retain Customers after an Acquisition
72.	2007	Aug/Sep	Good Deal or Bad Deal - Avoiding common Mistakes when Selling a Business
73.	2007	Aug/Sep	An Earnout can Break your Price Negotiation Impasse
74.	2007	Aug/Sep	Lurking Dangers - Don't Fail to Plan for your M&A deal's Tax Consequences

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1.	2007	Jun/Jul	Intellectual Property and Due Diligence - How Buyers and Sellers Should Prepare
75.	2007	Jun/Jul	Use your Acquisition as a Tool for Growth
76.	2007	Jun/Jul	Dream Team - Let Professionals Guide your M&A Deal
77.	2007	Apr/May	Protection your Proprietary Information - How a Clean Team can Help
78.	2007	Apr/May	Will your Business be Ready when a Buyer Comes Knocking?
79.	2007	Apr/May	Distressed Companies - Increase your Chance of Getting a Fair Market Price
80.			
81.	2007	Feb/Mar	Line Up your Financing Early
82.	2007	Feb/Mar	Measures that Matter - How M&A Professionals Track the Industry
83.	2007	Feb/Mar	Valuing C Corporation Assets - a Potentially Contentious Situation
84.	2006	Year End	Options for Taking your Company Public
85.	2006	Year End	Brief and to the Point - Drafting an Effective Letter of Intent
86.	2006	Year End	Enterprise Value - How Smart Buyers View Company Debt and Cash
87.	2006	Oct/Nov	Important Questions to Ask Before Acquiring a Company
88.	2006	Oct/Nov	Who's Responsible for what, when? Your and your Advisor's Roles in the Sale Process
89.	2006	Oct/Nov	Valuing a Business for Gift, Estate, and other Tax Purposes
90.	2006	Jun/Jul	Win-Win - Keys to Negotiating a Successful M&A Deal
91.	2006	Jun/Jul	When the Market is Right - Understanding Economic Cycles can Help you Time a Business Sale
92.	2006	Jun/Jul	Is Industry Destiny when it comes to Selling your Company?
93.	2006	Apr/May	Securing your Base - Ensure Employee Support after Acquiring a Company
94.	2006	Apr/May	How Private Equity can Help you Grow
95.	2006	Apr/May	Case Study - Timeline of a Successful M&A Transaction
96.	2006	Feb/Mar	Intangible but Valuable - a Strong Brand Fosters Growth, Attracts Buyers
97.	2006	Feb/Mar	Complete the Deal and Save on Taxes - The Benefits of Installment Sales for C Corporations
98.	2006	Feb/Mar	Five Things you should Know about Prospective M&A Advisors
99.	2005	Year End	Show Me the Money - Sources of Capital to Grow your Business
100.	2005	Year End	What's your Business Worth? It's in the Eye of the Beholder
101.	2005	Year End	Stock Ownership Plans can Benefit Owners, Reward Employees
102.	2005	Aug/Sep	Shrinking to Grow - Why a Strategic Divestiture might Help your Business Flower
103.	2005	Aug/Sep	Now may be the Time to Sell your Tech Company
104.	2005	Aug/Sep	Blueprint for your Company's Future - Attract Investors with your Business Plan
105.	2004	Oct/Nov	Reverse Mergers Provide Alternative to IPOs
106.	2004	Oct/Nov	Protect your Transaction with a Presale Audit
107.	2004	Oct/Nov	Bridging the Gap - Earnouts can Pave the Way to a Deal

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108.	2004	Oct/Nov	New Choices for Shareholders of Closely Held Companies
109.	2004	Oct/Nov	Don't Fear the "D" Word - Divestitures can Boost Company Value
110.	2004	Aug/Sep	It's 2004 - Do you Know your Company's Market Value?
111.	2004	Aug/Sep	Selling your Business to a Strategic vs. a Financial - Buyer
112.	2004	Aug/Sep	Giving Creditors Their Due: A Bankruptcy War Story
113.	2004	Aug/Sep	Roll-Ups can Present Integration Challenges