

**MICHAEL J. COLES COLLEGE OF BUSINESS
EXECUTIVE EDUCATION**

IN PARTNERSHIP WITH
M&A SOURCE

CERTIFIED MERGERS & ACQUISITIONS PROFESSIONAL PROGRAM

SEPTEMBER 29 - OCTOBER 28, 2025

SYNCHRONOUS ONLINE

MONDAYS AND TUESDAYS, 12:00PM - 3:30PM (EDT)

LED BY LARRY STEVENS, PWC PARTNER (RETIRED), CPA



9/29/25: MAXIMIZING VALUE WITH THE RIGHT TRANSACTION

- INDUSTRY ANALYSIS & HISTORICAL PERSPECTIVE
- WINNING NEW BUSINESS BY BUILDING RELATIONSHIPS
- SHAREHOLDER VALUE MAXIMIZATION STUDY

9/30/25: CREATING & PROTECTING VALUE THROUGH FINANCIAL ANALYSIS, PT 1

- INTERPERETING FINANCIAL STATEMENTS
- UNDERSTANDING CASHFLOW

10/6/25: CREATING & PROTECTING VALUE THROUGH FINANCIAL ANALYSIS, PT 2

- QUALITY OF EARNIGS
- WORKING CAPITAL

10/7/25: CREATING & PROTECTING VALUE THROUGH FINANCIAL ANALYSIS, PT 3

- PREPARING FINANCIAL PROJECTIONS
- M&A TAX CONSIDERATIONS

10/13/25: TRANSACTION VALUATION, PT 1

- EXAMINING VALUE DRIVERS

10/14/25: TRANSACTION VALUATION, PT 2

- VALUATION METHODS
- DCF CASE STUDY

10/20/25: DEAL NEGOTIATION

- ESOP IN DETAIL
- NEGOTIATION SKILLS & STYLES

10/23/25: THE M&A PROCESS

- MANAGING THE SALE
- M&A PROCESS, MULTIPLE APPROACHES TO SALE
- AUCTION PROCESS & ESOP

10/27/25: DEAL STRUCTURING & DOCUMENTATION

- LEGAL ISSUES
- DEAL STRUCTURE
- LOI & PURCHASE AGREEMENTS

10/28/25: VALUATION CONCEPTS & DEAL STORIES

- APPLYING VALUATION CONCEPTS
- SELLERS PANEL

REGISTRATION & FEES

\$2950

**DISCOUNTED REGISTRATION IS AVAILABLE FOR
MULTIPLE PARTICIPANTS FROM SAME
COMPANY**

TO REGISTER

COLES.KENNESAW.EDU/EXECUTIVE-EDUCATION

470-578-6050

QUESTIONS?

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TOPICS ARE SUBJECT TO CHANGE