



# Mergers and Acquisitions Playbook: Lessons from the Middle-Market Trenches

*Mark A. Filippell*

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**Mergers and Acquisitions Playbook: Lessons from the Middle-Market Trenches** Mark A. Filippell

The ultimate "tricks of the trade" guide to mergers and acquisitions

*Mergers and Acquisitions Playbook* provides the practical tricks of the trade on how to get maximum value for a middle-market business. This book uniquely covers how to prepare for a sale, how to present the business most positively, and how to control the sale timetable.

- Written in a straight-talking style
- Provides the tricks of the trade on how to get maximum value for a middle-market business
- Shows how the sellers can take capitalize their inherent "unfair advantages"
- Examines the differences between "value" and "currency"
- Explains how to handle bankruptcy and distress company sales
- Offers tips on managing your lawyers in the documentation process

Filled with empirical examples of successful-and unsuccessful-techniques, this practical guide takes you through every step of the M&A process, from how to manage confidentiality, how to create competition (or the impression of competition), to what to do once the deal is closed.

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