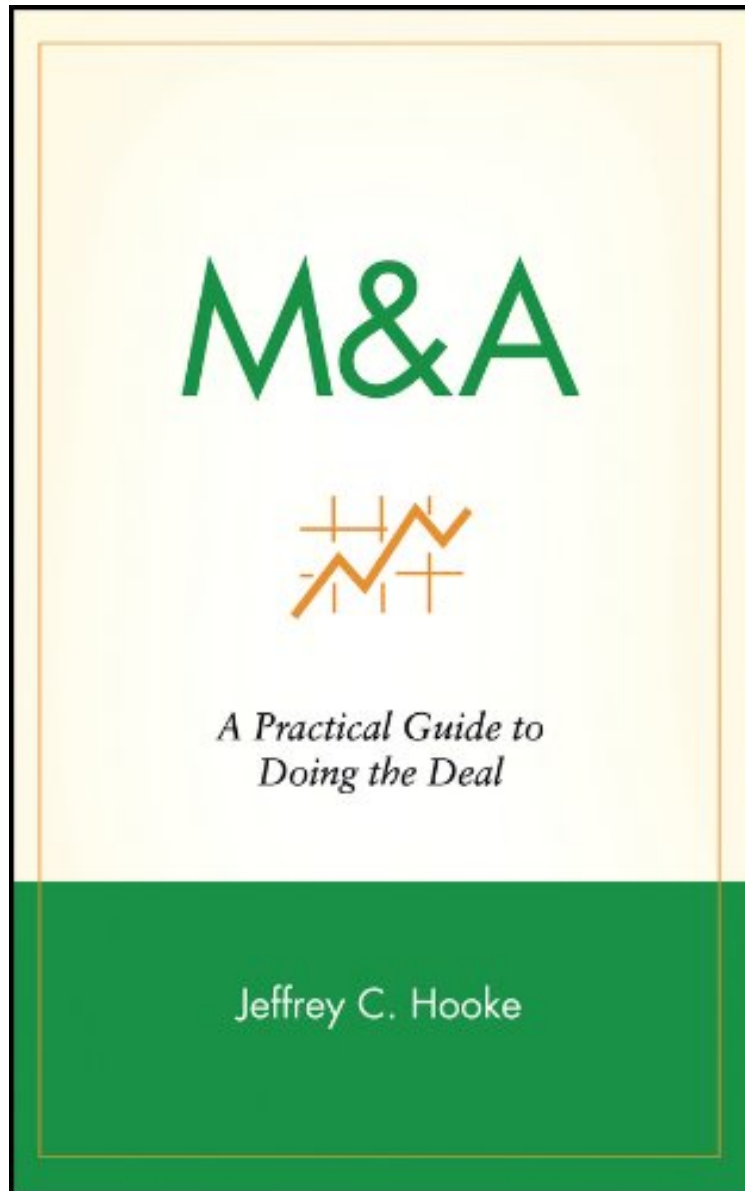


[Free and download] MA: A Practical Guide to Doing the Deal (Frontiers in Finance Series)

## MA: A Practical Guide to Doing the Deal (Frontiers in Finance Series)

*Jeffrey C. Hooke*

*DOC | \*audiobook | ebooks | Download PDF | ePub*



DOWNLOAD



READ ONLINE

#3077342 in eBooks 2008-04-21 2008-04-21 File Name: B000WCU3JO | File size: 48.Mb

**Jeffrey C. Hooke : MA: A Practical Guide to Doing the Deal (Frontiers in Finance Series)** before purchasing it in order to gauge whether or not it would be worth my time, and all praised MA: A Practical Guide to Doing the Deal (Frontiers in Finance Series):

5 of 6 people found the following review helpful. Need To Get Up To Speed On MA? Buy This Book.By

Writer/Producer/Director This is the first, best, and only choice for those interested in a thorough and easy to understand introduction into mergers acquisitions. It is particularly well-suited to senior executives of middle-market companies, first-year MA analysts, and MBA candidates. Of course, for senior MA advisors, Hooke's book is also the perfect "leave behind" to educate prospective clients on the entire MA process. However, if I had the opportunity to extend a single suggestion to Jeffrey Hooke for future editions, it would be: Have a new cover designed which more fully reflects the level of quality and excitement of the text!!! 0 of 0 people found the following review helpful. Exactly as described By Gary M. Tate This product was delivered when promised and was exactly as I was promised it would be. Not at all disappointed. 12 of 12 people found the following review helpful. Terrific and practical summary of doing MA deals! By A Customer This book is a terrific primer to tell the reader how to design a strategy to grow his company by acquisition, to find companies to buy, how to price the deals, how to crunch the numbers so the buyer isn't paying too much and how to negotiate to close the deal. Hooke really gives the benefit of his experience at Lehman Brothers and Schroders. The book was like listening to an investment banker give me a personal lecture on what to look out for when considering an MA deal. So many of the bankers I talk to are less than straightforward, and the book really added to my knowledge of how this specialized market operates. The last few chapters cover some specialized areas like LBO's and consolidations and roll-ups. Hooke addresses these subject matters in a practical way that I haven't seen elsewhere. The book is really worth the investment.

Disney has done it. Chemical Bank has also. So, too, have thousands of other companies. In fact, it has become a staple of American business today: mergers and acquisitions. Spreading across all industry lines and encompassing corporations both large and small, merger and acquisition deals are booming. In 1995 alone, the value of all announced deals exceeded \$300 billion, including Disney's \$19 billion acquisition of Capital Cities and Chemical Bank's \$10 billion merger with Chase Manhattan. As a dynamic means of fostering growth, more and more companies will be looking to "do the deal," making it essential for corporate managers and financial officers to know their way around the MA process. In this authoritative new reference, Jeffrey Hooke—a specialist in the field who has participated in 70 corporate finance transactions—provides a practical, comprehensive, and well-rounded overview to the ins and outs of MA deals. Using real-life examples, Hooke takes you step by step through the MA process, outlining the fundamental principles that underlie deals and pinpointing the important strategies that play key roles in successful transactions. The first step is developing a disciplined acquisition plan that includes a researched assessment of management readiness and financial capability. With your finances in order, it's time to find the deal that matches your company's objectives. Hooke shows you how to initiate an acquisition search by starting your own program, screening candidates, and implementing direct contact; and when you're ready to price and close a deal, Hooke's proven valuation and negotiating strategies will have you on firm footing. An invaluable primer for corporate executives and investment professionals involved in the mergers and acquisitions process, MA is the most complete guide available today. MA gives you the A to Z on: \* Key risks that face corporate acquirers—operating issues, the danger of overpayment, financial leverage concerns \* Valuation tools—using the intrinsic value approach and applying the relative value method such as comparable P/E and EBIT ratios \* Buyer categories—Window Shopper, Bottom Fisher, Strategic Buyer \* Maximum deal size guidelines—affordability, management experience, corporate risk tolerance \* The basics of negotiating and structuring—letter of intent (LOI), due diligence investigation, closing and postmerger integration \* Selling a business—retaining a financial advisor, approaching the market, confirming a valuation range A savvy guide to mastering the art of MA From an expert in the MA field comes a one-of-a-kind book that takes business executives and investment professionals through the complete mergers and acquisitions process. "Jeffrey Hooke has done a fine job explaining the 'ins and outs' of a very complex business. He knows what he's talking about."—John C. Whitehead, former Co-Chairman, Goldman, Sachs Co. "MA takes the fear out of the decision-making process—a great pragmatic tool. Hooke has given us a fine 'how-to' manual."—Kenneth Tuchman, Managing Director, Lehman Brothers, Inc. "Hooke's basic outline of the dynamics involved provide a basic overview for both corporate executives and business students. His examples—real transactions coupled with the practicalities and legalities of the deal business—make for informative and enjoyable reading."—Gilbert W. Harrison, Chairman, Financo, Inc. "Jeffrey Hooke has written a first-class primer on the science and art of mergers and acquisitions. This book will be a standard for both students and practitioners in the field."—Glenn H. Hutchins, Senior Managing Director, The Blackstone Group

"Hooke's basic outline of the dynamics involved provide a basic overview for both corporate executives and business students. His examples—real transactions coupled with the practicalities and legalities of the deal business—make for informative and enjoyable reading." -- Gilbert W. Harrison, Chairman, Financo, Inc. "Jeffrey Hooke has done a fine job explaining the "ins and outs" of a very complex business. He knows what he's talking about." -- John C. Whitehead, former Co-Chairman, Goldman, Sachs Co. "Jeffrey Hooke has written a first-class primer on the science and art of mergers and acquisitions. This book will be a standard for both students and practitioners in the field." -- Glenn H. Hutchins, Senior Managing Director, The Blackstone Group. "MA takes the fear out of the decision-making process—a great pragmatic tool. Hooke has given us a fine "how-to" manual." -- Kenneth Tuchman, Managing Director,

Lehman Brothers From the Publisher This practitioner's guide to mergers and acquisitions explains each step of the process and presents strategies to focus the search and transaction procedure to match the acquiring management objectives and financial capabilities including its shareholder's risk-taking profile. A general discussion of the subject is followed by chapters reviewing each step of the acquisition process--from finding a possible opportunity and analyzing it, to closing a transaction. Distinct chapters are devoted to examining the motives of financial buyers or management buyout firms which represent a significant portion of acquisition activity. The final segment of the book considers the process of selling a business. From the Back Cover Disney has done it. Chemical Bank has also. So, too, have thousands of other companies. In fact, it has become a staple of American business today: mergers and acquisitions. Spreading across all industry lines and encompassing corporations both large and small, merger and acquisition deals are booming. In 1995 alone, the value of all announced deals exceeded \$300 billion, including Disney's \$19 billion acquisition of Capital Cities and Chemical Bank's \$10 billion merger with Chase Manhattan. As a dynamic means of fostering growth, more and more companies will be looking to "do the deal," making it essential for corporate managers and financial officers to know their way around the MA process. In this authoritative new reference, Jeffrey Hooke--a specialist in the field who has participated in 70 corporate finance transactions--provides a practical, comprehensive, and well-rounded overview to the ins and outs of MA deals. Using real-life examples, Hooke takes you step by step through the MA process, outlining the fundamental principles that underlie deals and pinpointing the important strategies that play key roles in successful transactions. The first step is developing a disciplined acquisition plan that includes a researched assessment of management readiness and financial capability. With your finances in order, it's time to find the deal that matches your company's objectives. Hooke shows you how to initiate an acquisition search by starting your own program, screening candidates, and implementing direct contact; and when you're ready to price and close a deal, Hooke's proven valuation and negotiating strategies will have you on firm footing. An invaluable primer for corporate executives and investment professionals involved in the mergers and acquisitions process, MA is the most complete guide available today. MA gives you the A to Z on: \* Key risks that face corporate acquirers--operating issues, the danger of overpayment, financial leverage concerns \* Valuation tools--using the intrinsic value approach and applying the relative value method such as comparable P/E and EBIT ratios \* Buyer categories--Window Shopper, Bottom Fisher, Strategic Buyer \* Maximum deal size guidelines--affordability, management experience, corporate risk tolerance \* The basics of negotiating and structuring--letter of intent (LOI), due diligence investigation, closing and postmerger integration \* Selling a business--retaining a financial advisor, approaching the market, confirming a valuation range A savvy guide to mastering the art of MA From an expert in the MA field comes a one-of-a-kind book that takes business executives and investment professionals through the complete mergers and acquisitions process. "Jeffrey Hooke has done a fine job explaining the 'ins and outs' of a very complex business. He knows what he's talking about."--John C. Whitehead, former Co-Chairman, Goldman, Sachs Co. "MA takes the fear out of the decision-making process--a great pragmatic tool. Hooke has given us a fine 'how-to' manual."--Kenneth Tuchman, Managing Director, Lehman Brothers, Inc. "Hooke's basic outline of the dynamics involved provide a basic overview for both corporate executives and business students. His examples--real transactions coupled with the practicalities and legalities of the deal business--make for informative and enjoyable reading."--Gilbert W. Harrison, Chairman, Financo, Inc. "Jeffrey Hooke has written a first-class primer on the science and art of mergers and acquisitions. This book will be a standard for both students and practitioners in the field."--Glenn H. Hutchins, Senior Managing Director, The Blackstone Group