

JAY NISBERG & ASSOCIATES, INC.



M & A MADE EASY

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Presented by:

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## M & A MADE EASY



➔ No Cookbook Formula

➔ Need a Purpose

- Growth Strategy
- Exit Strategy

## M & A MADE EASY



➔ Need a Rationale

- Human Capital
- Client Centered
- Niche Centered

## M & A MADE EASY

### ➔ Need a Process

- A merger/acquisition champion
- A game plan: Who-When-Where
- A commitment

Three Meeting Rule → Meeting of the Minds

## M & A MADE EASY

### ➔ The Devil Is in the Details

### ➔ The Economics Must Work

### ➔ The Culture Must Work (1+1=1)

## M & A MADE EASY

### ➔ Two Key Decisions

- Who is going to run it
- What is it going to be called

### ➔ How Many Partners Can the Economics Support

## M & A MADE EASY

### ➔ The Big Issues

- Roles
- Responsibilities
- Expectations

### ➔ Do Not Over Promise – Some Things You Just Cannot Deliver

## M & A MADE EASY

- ➔ Do Not Over Analyze → Paralysis by Analysis
- ➔ Ultimately, It Is a Business Decision

## M & A MADE EASY

- ➔ Ask the Tough Questions
  - Is there any litigation
  - Are all the players healthy
  - Why are you doing this