

Title: Avoiding Risk and “Deal Breakers” in CPA Firm Mergers

All mergers and acquisitions (M&A) involve some degree of risk—and carry no guarantees of fulfilling the intended goals and objectives of the transaction. However, using M&A as a growth, talent acquisition, and succession planning strategy is essential and a top priority at most firms. The right deal could take your firm to the next level of success provided that you take the proper precautions before and after consummating the transaction. This webinar will address avoiding M&A risks and focusing on maximizing the deal’s long-term success and ROI.

Major Topics:

- Determining the right M&A strategic goals and objectives that have the best potential of maximizing ROI and minimizing risk in the future.
- How to avoid the risk of a terminated transaction after many months of discussions by planning and structuring the sensitive deal terms, completing a comprehensive “Letter of Intent,” identifying deal breaker issues, and dissenting partners early in the negotiation stages.
- Balancing risk in M&A while maximizing ROI
- Increase ROI and the chances of a successful transaction by carefully assessing the level of risk and avoiding M&A “deal traps.”
- How to assess current and potential risks prior to due diligence.
- Evaluating culture and client integration risks.
- Professional Liability “Tail Insurance” coverage issues.

Learning objectives:

- Understand how to manage risk in CPA Firm M&A
- Understand strategies and technologies to maximize ROI in CPA M&A
- Avoid wasting time in the preliminary negotiations with deals that most likely will not get consummated.