

2025 Financial Management Conference

Business Combinations

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STRENGTHMATTERS[®]



Continuing Professional Education (CPEs) Requirements for CPAs

- Please find the **SESSION HOST** to **SIGN IN** at the beginning and **SIGN OUT** at the end of every session. We use that attendance log to verify your participation for CPE credits.
- Please **submit all conference evaluations**. Evaluation links are emailed to registrants daily. The session host monitoring the sign-in process has paper evaluations if you prefer.
- For more information on CPE credits, contact Lindsay Wells at consult.lwells@gmail.com.

Agenda

- Introductions
- Review **Learning Objectives**
- Overview of session plan and timing
- Q&A
- Wrap up

Learning Objectives

- Identify facts and circumstances for which a business combination might be an appropriate solution.
- Understand the appropriate timing and ways to approach your board members with a business combination discussion.
- Discuss key questions to ask and analyses needed in a business combination decision.

Polling Question 1

- Are any of your organizations involved in, contemplating or have completed a business combination (merger, acquisition of substantial portion of assets of another business, etc.)? By show of hands.
 - Yes
 - No

Polling Question 2

- When do you bring your board members into discussions related to potential business combinations? By show of hands after each letter is called.
 - A. As early as possible
 - B. Upon clear indication the other company or party is interested
 - C. Upon completion of due diligence
 - D. Upon signing of exclusivity agreement

Polling Question 3

Identify the business drivers for a successful business combination – by show of hand after each letter is called.

- A. Expansion into a new geography
- B. Opportunity to expand into a new business or acquire new skill sets
- C. Accretive financially to organization
- D. All of the above

Polling Question 4

Which statement is true about due diligence process? By show of hands after each letter is called.

- A. Takes longer than anticipated
- B. Costs more than you anticipate
- C. It helps to use a third party
- D. All of the above

Q&A

- Please share any questions you have for our speakers.

Evaluation Reminder

- Please submit all conference evaluations.
- Look for the electronic evaluation link in your email.
- Contact consult.lwells@gmail.com if you do not receive the link.

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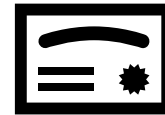
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