



Course Information

Program Title	Buy-Side Merger & Acquisition Pitfalls to Avoid
Location	History Colorado Center, MDC/Richmond Terrace Room, Denver, Colorado
Date	11/21/19
Start Time	10:10:00 MST
End Time	11:00:00 MST
Instructor(s)	Jack Allgood, Retired Partner, ACM
Field of Study	Taxes
Type of Instruction / Delivery Method	Live Group
Prerequisites	A basic understanding of M&A tax rules is recommended.
Advanced Preparation	None
Program Level	Intermediate
CPE Credit Hours	1.0 hours (based on a 50-minute hour)
CLE Credit Hours (applied)	1.0 hours (based on a 50-minute hour)
Price	This program is \$175 for current Future Tax Leaders members, government employees, and faculty and students of qualified accredited programs and \$300 for all others. 10% discount for groups of two or more from the same organization.
Complaint Resolution Policy	Questions, concerns, and complaints may be submitted to Info@FutureTaxLeaders.org .
Registration	https://national-conference-2019.eventbrite.com
Refund Policy	Refund available for cancellations made before November 14, 2019, or by Future Tax Leaders.

Course Description

Although varied by transaction and the related complexity, management and owners generally underestimate the steps and sequence that need to happen when structuring a merger or acquisition.

Jack Allgood has identified the follow steps necessary for mergers and acquisitions and will cover them in detail during the session:

- Not understanding and appreciating the importance of the process and sequence of events
- Entering into a transaction with the wrong target (Pre-LOI Analysis)
- Entering into an LOI without appropriate management planning and advice from independent experts
- Not performing a complete DD of the target
- Not analyzing (or an inadequate study of) the quality of earnings ("Q of E")
- Incorrect assumptions and miscalculations related to the income tax ramifications
- Not planning appropriately and completely for entity, operational and management integration

CPE & CLE Compliance

Future Tax Leaders' CPE and CLE courses are designed to comply with Colorado State Board of Accountancy and NASBA CPE and Colorado Supreme Court CLE standards and the provider requirements outlined in sections 88.1 and 88.2 of the California Board of Accountancy Regulations. CPE and CLE courses are based on 50-minute credit hours. Participants must attend at least 50 minutes of a particular course to receive one (1) credit in that course. Participants are encouraged to confirm eligibility compliance with their jurisdiction. CLE hours represent the hours applied for and anticipated.