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About this book. The ultimate "tricks of the trade" guide to mergers and acquisitions. Mergers and Acquisitions Playbook provides the practical tricks of the trade on how to get maximum value for a middle-market business. This book uniquely covers how to prepare for a sale, how to present the business most positively, and how to control the sale timetable.

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*Acquisition Integration Playbook | Planning Phase*

Playbook Overview. 3. GPMIP Playbook Development. Strategic Alignment. Elements must help acquiring company drive intended acquisition objectives and integration metrics. Adoptability. Benefits and advantages of Playbook utilization must be obvious to users and stakeholders. Consistency. Playbook and supporting tools must be seamlessly integrated to enable optimal deployment and consistent application across transactions.

*Integration Playbook Overview and Sample*

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