



Class Description (This course is a prerequisite for BCB and CBI designations and equals 8 credit hours.)

Friday, March 19, 2010

Course #301 Introduction to Mergers and Acquisitions

Introduction to Mergers and Acquisitions is geared toward individuals who are considering developing a professional practice as an M&A advisor. Such individuals may be general business brokers who want to understand the differences in activity and skills required in the middle-market; professionals and executives who have been involved in transactions but who have not acted specifically as a deal-maker and other professionals who have some related experience in middle-market transactions, but have not functioned as business brokers themselves, such as lawyers, accountants, etc. Learn what is involved in the mergers and acquisitions process, the intermediary's role and value within the M&A process and the ethical decision making that must be applied throughout the M&A process. No prerequisites.

Instructor: John Johnson, President, Bluestem Resources

Representing over 500 clients, Bluestem has been advising clients in business sales, acquisitions, and value enhancement since 1987. They represent business owners from a multitude of industries such as manufacturing, distribution, business services, and a wide array of others. With five intermediaries holding the [Certified Business Intermediary](#) designation and two holding the prestigious [Merger & Acquisition Master Intermediary](#) designation, our firm offers the best trained and experienced intermediary team in the mid-west and south central United States. John Johnson is a veteran business owner and CEO, specializing in strategic and managed ownership successions through business transitions. John has a Petroleum Engineering Degree from the University of Tulsa and an MBA from Texas Christian. He held management positions with Amoco and Union Pacific in operations, investment decisions, valuation, strategic planning and M & A. He owned and managed a start up distribution business, which grew to \$12 million in annual sales before a successful divestiture. John is one of the founders and past Chair of The M & A Source within the IBBA. He is a Fellow of the IBBA. He guided the writing of the IBBA's professional certification exam and has taught many of the IBBA and M & A Source courses.

Location

Integrity Bank
 4040 Washington Avenue
 Houston, Texas 77007

Attendee Information

First Name: _____ Last Name: _____

Company: _____

Address: _____

City: _____ State: _____ Zip: _____

Phone: _____ Fax: _____ Email: _____

Payment Information **Registration Fee** – includes breakfast & lunch

TABB Member - \$245 Non-Member - \$295

TOTAL: _____ Check (payable to TABB) Visa MasterCard Amex

Credit Card #: _____ Expiration Date: _____

Cardholder Name: _____ Signature: _____

Please return this completed form via fax to 512-495-9031 no later than **March 12, 2010**.

Texas Association of Business Brokers - 823 Congress Avenue, Suite 230 - Austin, Texas 78701 - www.tabb.org ~ www.tabbmembers.org

For questions, please contact Jennifer George at jgeorge@eami.com or Stephanie Bulak at sbulak@eami.com or call 512-479-0425.