

CONFERENCES

- [Transaction Advisory Services: Beyond Accounting Due Diligence](#)
National Association of Certified Valuators and Analysts Conference, Las Vegas, Dec. 2016
- [The M&A Negotiator's Toolkit](#)
National Association of Certified Valuators and Analysts Conference, San Diego, Jun. 2016
- [Deal Structuring and Key M&A Documents](#)
National Association of Certified Valuators and Analysts Conference, Ft. Lauderdale, Dec. 2015
- [Enhancing Value Strategies](#)
National Association of Certified Valuators and Analysts Conference, San Diego, Nov. 2015
- [The Art of Negotiation](#)
The RainMaker Group, 2015 Super Conference, New Orleans, May, 2015
- [Financing the Deal](#)
Middle Market Investment Banking Association's Conference, Dallas, Jun. 2012
- [Developing M&A Deal Flow in Specialty Practices](#)
Middle Market Investment Banking Association's Conference, San Diego, Jun. 2011
- [The Valuator's Role In M&A Advisory Services](#)
Canadian Institute of Chartered Business Valuators' Conference, Miami, Oct. 2010
- [M&A Advisory Services; Where Does the Valuator Fit In?](#)
Kansas City Society of CPAs Business Valuation Conference, Kansas City, Oct 2010
- [Valuation & Other Pre-Closing Challenges in Healthcare](#)
Investment and M&A Healthcare Conference, Chicago, Jun. 2010
- [Contrasting Buyer-Seller Viewpoints in M&A Transactions](#)
Middle Market Investment Banking Association's Conference, Miami, Jun. 2010
- [What Drives Business Value: Lessons from the Past 10 Years](#)
Fragrance Materials Association Annual Dinner, Keynote Speech, New Jersey, Mar. 2010
- [Advanced Valuation Techniques for Private Equity Investments](#)
National Association of Certified Valuation Analysts' Conference, Las Vegas, Jun. 2008
- [Introduction to Mergers & Acquisitions](#)
National Association of Certified Valuation Analysts' Conference, Las Vegas, Jun. 2008
- [The Private Equity Landscape](#)
National Association of Certified Valuation Analysts' Conference, Washington DC, Jun. 2007

SEMINARS

- [Corporate Valuations, Theory and Applications](#)
(3-day seminar)
- [Advanced M&A](#)
(3-day seminar)
- [M&A Workshop](#)
(4-day seminar)
- [Fusiones y Adquisiciones](#)
(3-day seminar)
- [Private Equity Investments: Models and Valuation](#)
(3-day seminar)
- [Negotiation Strategies and Techniques in M&A](#)
(1-day seminar)
- [Exit Strategies: A Planned Approach to Leave Your Business](#)
(1-day seminar)
- [The Art of Negotiating for M&A](#)
(3-day seminar)
- [Private Equity Investments: From Venture Capital to Leveraged Buyouts](#)
(3-day seminar)
- [M&A Restructuring](#)
(1-day seminar)
- [Special Topics in Corporate Finance](#)
(3-day seminar)
- [Structuring Leverage and Mezzanine Financing](#)
(3-day seminar)
- [Transaction Advisory Services: Strategies to Grow and Harvest Value](#)
(3-day seminar)
- [Exit Strategies](#)
(1/2-day seminar)
- [Current Update in Business Valuation](#)
(1-day seminar)

WEBINARS

- M&A Landscape: Current Trends and Outlook
- Sell-Side M&A Strategies: Main Objectives and Best Practices
- Buy-Side M&A Strategies Main Objectives and Best Practices
- ESOPs: Nuts & Bolts
- Post-Closing Adjustments: The Mechanics of True-Ups
- Strategic Planning: Fine-tuning the Corporate Blueprint
- Value Enhancement: Maximizing Shareholder Value
- Valuing Synergies: In Search of the Deal's ROI [ECB]
- Post-Merger Integration: Path to Successful Acquisitions
- M&A Restructuring Strategies: The Alchemy of M&A
- Optimizing a PE Round: How to Negotiate a Term Sheet
- Introduction to M&A
- Preparing a Company for Sale
- Building Business Value
- Defining Exit Objectives
- Buy-Side M&A Process and Techniques
- Cost of Capital: An Overview
- M&A Restructuring Strategies
- The Letter of Intent: Crafting a Winning Offer
- Financing the Acquisition: Sources and Implementation
- Project Finance: The Funding of Large Scale Ventures
- Transferring the Business: Options and Key Considerations