Who Should Attend

✓ Created and taught by Senior Private Equity, Mergers & Acquisitions (M&A), and Investment Banking executives, helping students develop a broad understanding of the full investment deal process, typically only gained through prior transactional experience.

Training Program Profile – Key Benefits (Full 1 Day Training)

✓ M&A and private equity specific training to enhance professional development and recruitment opportunities (non excel focused)
✓ Buy-side (acquiring and investing) specific training while providing deep insights to the sell-side (divesting and selling)
✓ Training course leveraging insights from senior M&A, private equity, and corporate investment professionals
✓ Classroom materials provided plus intimate lecture sessions, facilitating detailed Q&A and discussion
✓ Enforcing “real world” application of the full deal process, not just academic theory or one aspect of a transaction
✓ THINKdeal Certified

Select Topics Covered (Full 1 Day Training)

✓ Private Equity, Strategic Acquirer, Investment Banking Primer
✓ Investment Strategies and Thesis Development
✓ Strategic Options
✓ Deal Origination
✓ Due Diligence
✓ Transactional Analytics
✓ Synergies
✓ Legal and Transactional Documents
✓ Negotiations
✓ Operational Integration / Value Creation
✓ Recruitment Strategies

Program Information – Next Steps

General Information: www.THINKdealtraining.com
Contact: Info@thinkdealtraining.com
UC Contact: Vincent Lee (vhslee@ucdavis.edu)
Date: Saturday, May 20th, 2017
Time: 8:30am to 3pm pst
Location: @ UC-Davis, Room To Be Announced
Fee: Early bird $55 per registration; Increases to $70 after May 14th; Use Discount Code UCD2017
Registration:
- Registration ends Thursday, May 18th at 5pm PST
Our focus is on providing education and training on the full investment and deal process utilized within **mergers & acquisitions, private equity, and strategic investments**

We focus on the buy-side (acquiring, investing) while providing deep insights to the sell-side (selling, divesting)

*Other training programs offered investment research (asset management)*
### Agenda

- Introduction
- Deep Review of Full Sell-side Transaction Process
- Anatomy of a Successful Deal
- Deep Review of Buy-side Transaction Process
  - Investment Strategy and Investment Thesis Development
  - Strategic Options
  - Deal Origination
  - Due Diligence
  - Deal Analytics, Synergy Evaluation
  - Legal Process and Transaction Documents
  - Negotiations
  - Operational Integration and Performance Monitoring
  - Recruitment Strategies

### Timing

| Morning Session | (8:30-12:00pm) |
| Afternoon Session Starting After Lunch | (12:30-3:00pm) |

Note: Start time is 8:30am with breaks every ~90 minutes