



ANNUAL CONSULTANTS' CONFERENCE

JUNE 8-11
2011
SAN DIEGO



NATIONAL ASSOCIATION OF CERTIFIED VALUATORS AND ANALYSTS • INSTITUTE OF BUSINESS APPRAISERS

Track: **Mergers & Acquisitions**

Sponsored by the Middle Market Investment Banking Association

Session Date/Time: **Thursday, June 9, 2011 • 12:55 – 1:50 PM**

Session Title: **State of Middle Market Mergers and Acquisitions Today**

Session Summary:

Middle Market M&A is now in a distinct recovery from the last two or three years and is about to offer huge opportunities for M&A advisor practitioners. This session will provide an overview of where these opportunities are and how to seize them over the next several years and over the next decade. Attendees will be better equipped to focus and optimize their efforts in developing deal flow in this lucrative industry, avoiding dead end paths and going after the real opportunities in the right way.



CPE Hours/Fields of Study: CPE: 1 • 1Hr-FN

Presenter Bio(s): **Dennis Roberts, CPA/ABV, CVA, CMAP**



Dennis is the Senior Managing Partner of The McLean Group, LLC, a FINRA investment bank with offices in approximately thirty cities in the United States and Canada, and a broad network of international correspondent investment banks. He is the author of the highly acclaimed "Mergers and Acquisitions, an Insider's Guide to the Purchase and Sale of Middle Market Business Interests." John Wiley 2009 which is used as a text book for training M and A bankers as well as a guide for middle market business owners. The book (distributed internationally) is available on Amazon and numerous other web sites. A recovering CPA, a practicing investment banker, and a valuation expert he has been involved in well over a thousand mergers and acquisitions, capital formation for business, and valuation engagements over a career of 40 years.