

MONTHLY UPDATE

MAY 2023

The month of May is coming to an end, check out what's happening at the Alliance of Merger & Acquisition Advisors

UPCOMING EVENTS



AM&AA Summer Conference 2023

June 12-13 | San Diego, CA

Special Anniversary Celebration Event[Learn more and register.](#)

Rooms are Selling Out Fast!

[Once you register for the Summer Conference](#), you will receive a link to book your room at a discounted rate



CM&AA Certification

May 30 - June 29 | Virtual

*Class started yesterday,**but there's still time to join.*[Learn more and register.](#)

Obtain the most advanced credential in middle market corporate finance, advisory, and transaction service.

Sponsorship Opportunities

Amplify your brand by sponsoring or exhibiting at an upcoming event.

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MOST ENGAGED ARTICLE



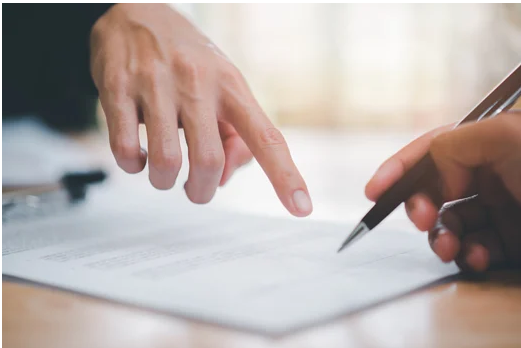
How Improved Negotiation Tactics Can Benefit Your Deals

Published on [amaaonline.com](#)

There is no underestimating the importance of negotiation when you are buying or selling a business. Let's take a look at some of the most often used strategies and our recommendations.

The Direct Approach

One approach in negotiations is what we often refer to as the "take it or leave it" strategy. In this scenario, the buyer makes an offer, and the seller then counters that offer. There is little negotiation work necessary, as both parties are direct and simple about the numbers and terms they propose. The drawback to this approach, however, is that when it doesn't work, there is little to no recourse. [Read more.](#)



Can You Buy A Business Without Collateral?

Published on amaaonline.com

If you’ve ever gotten any type of substantial loan, chances are that you’re already familiar with the concept of collateral. This is when something of value is pledged as security. As a result, the lender has something of value that they could potentially take if the loan is not repaid. Collateral is designed to protect the lender. Of course, the most common example of collateral is your house when you have a mortgage.

Oftentimes, those looking for a loan to buy a small business wonder if they can do so if they have no collateral. Let’s take a closer look at some of the most popular options in this situation.

[Read more.](#)

TOP SOCIAL POST



Alliance of M&A Advisors

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We're excited to introduce **Justin W. Smith**, a finance professional with over 13 years of experience in private equity, M&A advisory, and investment management. Join us on M&A Access, hosted by our Director of Marketing, **Jordan Wendelken**, to hear Justin's insights on his career and the industry.

Like/Subscribe to our channel! <https://hubs.la/Q01NBC7y0>

#mergers #acquisitions #privateequity #investors #interview



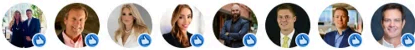
Learn about control equity investments - M&A Access | Justin Smith Interview |

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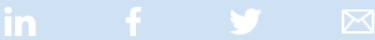


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