

Learn Lessons in Mergers & Acquisitions You Can Apply in the Real-World

A certain mystique seems to surround the world of M&A. Even the most experienced corporate executives and savvy entrepreneurs have questions. *What are the steps and processes to acquire a company? What are the differences between corporate acquirers and private equity investors? How can I maximize the price of my company?*

In many ways, M&A is a layered process—a sophisticated game of chess. “Like anything in life,” says Jim Kuncl, Managing Director of Private Equity Finance at Byline Bank, “the more educated you are, the more you can maximize your experience.”

Each deal, whether you’re selling or buying, requires considerable business acumen, negotiation skills, and risk tolerance. Experts in M&A usually have years—if not decades—of experience, having overseen dozens of projects and multiple millions in equity.

Bring clarity to M&A

“The M&A space is complex,” Kuncl adds. “The more educated you are, the better you can navigate those complexities. If you’re a seller, you want to maximize value for sale. If you’re a buyer, you want to maximize your ability to ‘buy right.’ Understanding the process, the players and what you’re looking to accomplish are key in ensuring your success.”

Unfortunately, many training courses in private equity, banking, M&A provide this education at too high a cost. In addition, many are taught by instructors with only academic experience or limited experience as senior-level investors.

THINKdeal Training has changed all that. Our team demystifies M&A through real-world training led by senior industry executives. We give professionals the objective tools, resources, and practitioner insights required for the next deal.

“Having experience and knowledge about the M&A process will help you navigate these forces,” says Brandon Hinkle, Managing Director at Chicago Capital Partners. “It’s about surrounding yourself with people that you can trust and who have been there before.”

Who is THINKdeal Training for?

- Business owners or executives who want to learn the process of buying or selling a company

Learn directly from experts in M&A

We recognize that there are capable business owners who, despite their lack of experience in M&A, are still great entrepreneurs. Or business executives and managers—both in public and private companies—that are tapped to help out on deals but don’t know where to start.

THINKdeal Training provides comprehensive guidance in an intimate learning environment. Our team has extensive experience training the leading business schools, as well as new hires at the world’s top investment banks, consulting companies and private equity firms. Each year, we train many new investment bankers and private equity investors for the top firms on Wall Street.

We’ve found there’s no better teacher than senior-level industry experience.

Our team is made up of senior-level industry practitioners in corporate acquisitions, investment banking, and private equity. We’ve deployed capital in excess of \$6 billion across 200+ M&A and financing transactions throughout our careers. “We are strategic acquirers and private equity investors,” says Richard Park, Principal of Pelican Growth and Founder of THINKdeal Training. “We’ve shared our insights with leading business schools and professionals at the world’s top-rated financial institutions.”

Take a confident step toward your learning of M&A

If you’re interested in learning more about M&A, THINKdeal Training is a great place to start. In today’s competitive landscape, knowing the finance, accounting, and valuation is simply not enough.

That’s why we provide a rich understanding of strategy, including the nitty-gritty details around what buyers and sellers are looking for, the mergers and acquisition process, and the key players involved. Apply to join our intimate executive-level workshop in Irvine, CA on Nov 18-19. Please contact info@thinkdealtraining.com for more information.



The logo for THINKdealtraining features the word "THINK" in blue, "deal" in orange, and "training" in blue, all in a sans-serif font. Above the text is a solid blue horizontal bar.