

Success in M&A is where preparation and opportunity meet. Astute bankers are gearing up. This full-day workshop is tailored to your institution, so your team can be ready for what's next.

Session 1: Setting the Stage

How to develop and implement a targeted acquisition strategy tailored to your bank.

1.1: The Changing Landscape

A discussion about the current banking environment and a glimpse into the future:

- Key Drivers and Trends for Banks
- Buyer Considerations & Identifying Targets
- Accounting, Regulatory and Tax Considerations

1.2: Valuations

A practical overview of how a potential acquisition is evaluated and the metrics on which a deal can be based:

- Bank Valuation Metrics & How to Price a Deal
- EPS Dilution/Accretion Analysis
- Book Value and the Impact of AOCI

Session 2: Making a Deal

Identifying and negotiating a deal that creates value for shareholders; the pros/cons of different acquisition types.

2.1 Legal

The target may require different structures and agreements:

- Deal Structure
- Director Responsibilities
- The Range of Agreements
- Regulatory Hurdles

2.2 Due Diligence

One of the most importance parts of the process:

- The Objectives of Due Diligence
- Preparation and Planning
- Action Plan
- Team Reporting and Analyses

2.3 Branch Acquisition Considerations

Discussing the differences between a whole bank and a branch acquisition, including:

- Differences in the Due Diligence Process
- Pre-Closing Considerations
- Closing and Post-Closing Coordination

Session 3: Optimizing Integration

Retaining your best assets (people, customers, technology, processes). What you can do to prepare and how to avoid pitfalls – specifically the challenges of size and capacity to scale.

3.1 Integration Overview

Setting goals and common problems to watch for:

3.2 Organizational Integration

HR issues related to the acquisition, with insights into making and communicating organizational decisions.

3.3 Operational Integration and Technology Assessment

Merging the various functional departments across the Bank and their underlying systems.

3.4 Risk Management

Expanding the risk management function for the size, complexity, and risk profile of the resulting organization.

3.5 Communications and Cultural Integration

A strategy is presented to provide effective and clear direction to employees and customers of the combined organization.

3.6 Project Management

Guidelines for establishing and managing an integration project team are presented. Various project management tools that are provided with the training are explained.

Benefit from our experience:

DD&F Consulting Group was ranked #1 in the U.S. for branch sales by S&P Global. (2021)

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(501) 374-2600 | info@ddfconsulting.com