



## **M&A - Executive Briefing**

### *Mastering the “Counterintuitive” nature of Mergers*

Now that the deal is announced, schedule the management team for a power day with a merger expert. The *Executive Briefing* provides a fast ramp up for state of the art integration and sets leaders on the right path.

#### **The Integration Game Plan**

- The “Counterintuitive” Event
- Culture first – Requirements and Impact
- From Deal-Talk to Close: Critical Staging for Merger Success
- The Power of First Things: Day 1 Execution
- The Importance of Early Wins: Framing the First 100 Days
- Tracking progress and maintaining momentum

#### **State-of-the-Art Fundamentals:**

##### **Key Integration Concepts and Guidelines**

- Managing the Uncertainty: Dealing with cultures
- Protecting Performance and Operating Results
- Staffing and Retention Challenges
- Merger-Specific Communications
- Merging and Aligning Key Processes
- Establishing the Interim culture

#### **M&A Partners - Merger Integration Toolkit**

- Protocols, Checklists, and Integration Process Maps
- The Art of M&A Integration
- The M&A Cockpit
- QUOCA – Quantitative Organization Culture Analysis
- And more.....

**Call (214) 689-3800  
for more information**