Thank you for your interest in ACG’s new Middle-Market Professional certification program. Launched in October 2020 after months of development, this program is especially designed for professionals who are focusing their career on the middle market deal community.

Course Introduction

• How to Use This Course
• Course Description and Topics
• Let's Get Started
• Glossary of Terms

Investment Banking and Private Equity

I. Financial Services: The "Buy Side" and the "Sell Side"
II. Investment Banking Industry Overview
III. Private Equity Overview

Chapter Quiz: Investment Banking and Private Equity Overview

Accounting and Financial Statements

I. Introduction to Accounting
II. Balance Sheet Overview
III. Income Statement Overview
IV. Cash Flow Statement Overview
V. Advanced Accounting Topics

Chapter Quiz: Introduction to Accounting and Financial Statements

Financial Ratio Analysis

I. Liquidity Ratios
II. Leverage Ratios
III. Activity Ratios
IV. Profitability Metrics
V. Growth Rates

Chapter Quiz: Financial Ratio Analysis

Building a Three-Statement Financial Model

Financial Model Important
I. Introduction
II. Spreading Historical Financial Statements
III. Deriving Ratios, Trends and Variables
IV. Financial Statement Projections
V. Integrating Projected Financial Statements and Revolving Credit Facility Modeling

Chapter Quiz: Building a Three-Statement Model

Valuation Analysis
I. Valuation Overview
II. Comparable Public Companies (a/k/a "Public Comps" or "Trading Comps")
III. Precedent Transactions Analysis (a/k/a "Transaction Comps")
IV. Discounted Cash Flow (DCF) Analysis
V. Conclusions

Chapter Quiz: Valuation Analysis
The M&A Sale Process

I. Confidentiality
II. The M&A Banker's Role
III. Sale Options and Strategies
IV. Valuation in M&A
V. Recasting Historical Financial Statements
VI. Presentation and Packaging
VII. Buyer Qualification
VIII. Marketing
IX. Due Diligence
X. Bid Submission and Bid Analysis
XI. Deal Structure
XII. Advanced M&A Concepts

Chapter Quiz: M&A Sale Process

M&A Regulation and Compliance

I. M&A Regulatory and Compliance Issues

Chapter Quiz: Regulatory and Compliance Issues