

ACG Boston membership is exclusively available to select deal professionals who are directly involved in sourcing, financing, or executing M&A transactions at the closing or pre-closing stage. Qualified deal professionals include:

## CORPORATES

An individual who works for a company (public or private) whose job description includes growing the company organically, through acquisitions, divestitures, joint ventures, alliances, strategic planning, product development, licensing, franchising, etc.

- Corporate Development (VP of corporate development or strategic acquisitions)
- Corporate Finance (CFO, treasurer, controller, etc.)
- Corporate Management (influences the development or corporate growth of an operating company, i.e. chairman, CEO, COO, principal or owner, VP strategic planning, product development, licensing, franchising, etc.)

## CAPITAL PROVIDERS

A member who works for an equity group and whose job description includes purchasing ownership interests in companies (public or private) for the purpose of growing the companies through internal growth, add-on acquisitions, consolidations, joint ventures, alliances, licensing, franchising, etc. with the ultimate goal to exit from the investment through a partial or complete sale of the company to a third party, a recapitalization, or an IPO. The member is usually a partner, principal officer, associate, or analyst with the equity group and has an opportunity to participate in the equity ownership of the acquired companies. The equity group may be managing an equity fund, investing their own funds, or investing on behalf of individuals and/or institutions on a case by case basis.

- Equity Group Managing Fund
- Equity Group Not Managing Fund
- Hedge Fund
- Limited Partners
- Venture Capital
- Lender - Junior Debt
- Lender - Senior Debt
- Lender - Project Finance
- Mezzanine Lender

## INTERMEDIARIES

An individual whose services include bringing buyers and sellers together and/or identifying sources of debt and equity financing.

- Investment bankers
- Business brokers
- Underwriters

## ADVISORS

A Professional who is active in M&A / Transaction Advisory services to corporate and / or private equity groups at the closing or pre-closing stage, who individually dedicates the majority of their business to this segment. ***Service providers who may provide post-acquisition investment or other services are generally not encouraged to apply for membership.***

- Accountant
- Attorney
- Select advisors engaged in the transaction process including:
  - Independent board member or advisor
  - Transaction service provider
  - Turnaround specialist
  - Valuation service provider