ENHANCING SHAREHOLDER VALUE WITH OR WITHOUT SALE

SECTION LEADER: PHILIP K. SMITH

DESCRIPTION
This course will address the issue of enhancing community bank shareholder value in the current environment either without sale of the bank or through sale of the bank or merger or acquisition of another bank. The course will address 10 specific ideas to enhance value without sale as well as focus on mergers and acquisitions of community banks and bank holding companies. The course will involve a practical look at all of these issues.

PURPOSE
This course emphasizes for the uninitiated the relatively uncharted waters of enhancing shareholder value for community banks either with or without sale. This course will alert the participant to numerous effective alternatives to sale for banks that wish to remain independent and acquisitions issues that should be addressed in any acquisition setting. The course provides a very practical approach.

OBJECTIVES
After successfully completing this course, students will be able to:
- Identify the strategic niche for community banks in the future
- Understand specific ways for which a bank can remain independent by enhancing value for its own shareholders
- Identify the issues necessary to consider the establishment of an acquisition strategy
- Learn how to price an acquisition and the important key factors for an acquirer and a target
- Understand key negotiation issues
- Learn how to guard against market risk in an acquisition transaction
- Understand various alternatives to acquisition to enhance value

FEATURES
This class features lecture, class discussion, and the presentation in simplified form of complex concepts. Extensive written handout material is provided also.