

What Do I Mean?

When a company is wanting to undergo a corporate merger or acquisition, a prospective management team has to face the real life Dragon's Den of Trade or Private Equity buyers. They have to know their stuff inside out. They need to present well as a team and be confident under sustained questioning.

They undergo a real life business beauty parade.

The choices are binary. You win or you lose. Sale or no sale.

What does it entail?

I am retained by Investment Banks or PLCs to get the prospective management team ready for this exhausting and tough sales process. While the Investment Bank/Advisers focus on the content of the presentation, I work on the teamwork, CV summaries, presentation skills and positioning of the team members individually and as a team. Power Point handovers, "walkabouts", allegedly "social meetings" and the all important "Paxman-Proofing" are also standard features.

Time is always tight on these jobs. They often need to be carried out covertly without the knowledge of the workforce or the rest of the management team.

My Promise

No promises - just a case study. In recession-plagued mid-2009 a UK PLC retained me to prepare the prospective management team for a series of Beauty Parades with UK, European and US Trade Buyers and PE Houses. The management team had never worked together (2 of them had never met) and my job was to mould them into a fluent, cohesive and plausible team. They gave me 2 days. It took 4.

The 4th day was a Sunday. 16 hours later they plunged into 5 days of back-to-back presentations, lunches and dinners.

After an intensive period of due diligence the sale of the division completed within 4 months of the Sunday session.

What Others Say

This type of work is ALWAYS the subject of a Non-Disclosure Agreement because of Stock Exchange issues.

But the selling PLC Chairman was ***"VERY happy with the 'better than expected' multiples achieved."***

The new Managing Director of the company said: - ***"We would never have made it without those 4 days. You made us focus, pulled us apart, beat us up and put us back together again. I know we fought you at times, but you gave us the confidence and the ability to survive - AND win!"***

Book a time now - via my Virtual Diary Secretary:

<http://www.peterbotting.co.uk/contact/my-diary-secretary>

