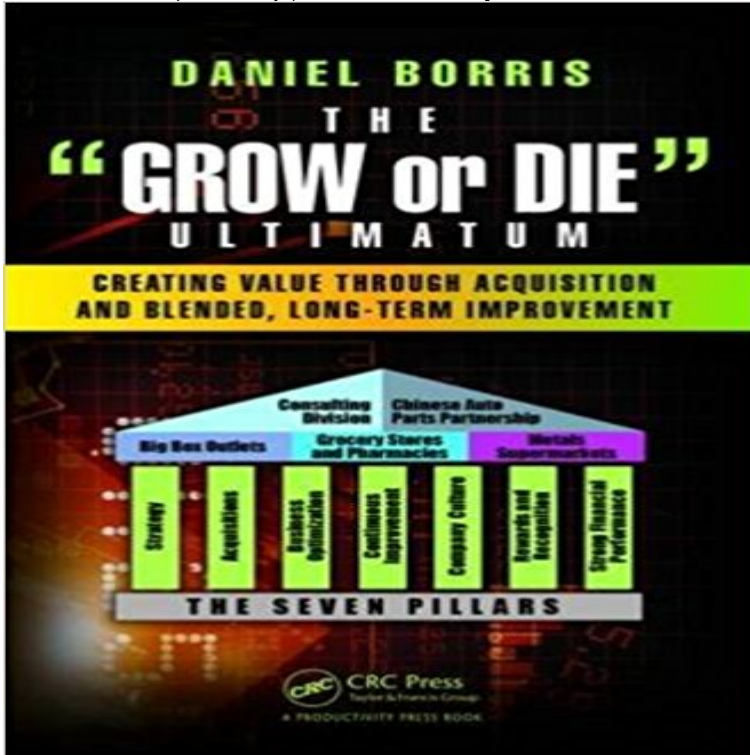


# The Grow or Die Ultimatum: Creating Value Through Acquisition and Blended, Long-Term Improvement Formulas



Mergers and acquisitions require diligent planning and are extremely hard work -- you can't get better just by getting bigger! Businesses must run effectively before they are expanded through acquisition. Using a compelling story format featuring a cast of characters, *The Grow or Die Ultimatum: Creating Value Through Acquisition and Blended, Long-Term Improvement Formulas* provides a guide through the steps that optimize your current business before finalizing a new acquisition and covers acquisition criteria, including communications, establishing a high performance culture, selecting an mergers and acquisitions broker, strategic planning, project planning, screening the potential acquisitions, the due diligence process, business integration, team building, problem solving techniques, training the trainer, theory of constraints, and the ongoing management and control of the new expanded business entity. All of the techniques introduced in this book can be used in any company and in any industry. These same tools that we use in the preparatory phase while optimizing our current business including Lean, Six Sigma and Theory of Constraints become the catalyst that will maximize business growth, cash flow, and net profits for the expanded business in the long term. They are transferrable and form an integral part of the glue that holds the newly acquired company and the core business together. This book focuses on a

parallel approach that ensures both successful acquisitions are strategic and cultural fits, which meet all synergy goals while at the same time optimizing and growing the current business.

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