

WORKSHOP SERIES

The Acquisition Blueprint

*The complete guide to buying a business.
Every professional you need, in one room,
for one focused day.*

VENUE

The Chamberlain Hotel,
London

INVESTMENT

£495 per person

PLACES

15 Only

Thousands of UK businesses change hands every year. *Most buyers arrive at the process entirely unprepared.*

Acquiring a business is one of the most significant financial decisions a person can make. Done well, it accelerates wealth and opportunity in ways that organic growth rarely can. Done without the right guidance, it exposes buyers to risks — legal, financial, and tax-related — that can undermine the entire investment. The Acquisition Blueprint gives you the knowledge and the team to do it properly.

WHERE BUYERS GO WRONG

The cost of going in without a team

The acquisition process demands a coordinated team of specialists. Most buyers try to piece that team together mid-deal, under time pressure, without knowing what they need or when. The consequences range from costly to catastrophic.

- Overpaying for businesses that have not been properly scrutinised
- Funding structures that are poorly matched to the deal and the buyer's position
- Legal exposure taken on unknowingly through poorly negotiated warranties
- Choosing an asset or share purchase without understanding the tax implications
- No plan for post-acquisition integration or the tax position that follows

80%

of businesses brought to market
in the UK never complete a sale

WHAT YOU WILL LEAVE WITH

A clear path from interested to acquired

The Acquisition Blueprint is designed to give you the knowledge, the framework, and the professional relationships you need before you enter a live process. Leave the day ready to move with confidence.

- A thorough understanding of how to source, assess, and approach acquisition targets
- Clarity on how acquisitions are funded in the UK market — and what lenders look for
- The ability to read a target business's financials and identify risk before committing
- Confidence navigating Heads of Terms, the Share Purchase Agreement, and completion
- A clear grasp of your tax position — asset vs share purchase, stamp duty, post-acquisition planning
- Direct access to five specialists you can call when your process begins

OUR APPROACH

The Collective Advantage

Acquiring a business is a complex, high-stakes process that demands a coordinated team. The Acquisition Blueprint brings **every professional involved in a transaction into one room** — so you can hear from all of them, question all of them, and understand how their roles interconnect. No siloed advice. No cold introductions mid-deal. Just an experienced collective, working together, focused entirely on equipping you to acquire with confidence.

"The buyers who succeed are not the ones who moved fastest — they are the ones who understood the process, built the right team, and knew exactly what they were buying."

THE ACQUISITION BLUEPRINT · THE ACQUISITION COLLECTIVE

www.theacquisitioncollective.co.uk

The Day

9:00AM — 4:00PM · THE CHAMBERLAIN HOTEL, TOWER BRIDGE, LONDON

Each specialist presents,
then takes questions directly
from the room

THE SESSIONS

01 **THE BROKER** Sourcing & The Acquisition Process

How deals are found in the UK market — on-market, off-market, and through intermediaries. What sellers look for in a buyer, how to approach a target, and how a professional acquisition process runs from first approach through to completion.

02 **THE COMMERCIAL FINANCE BROKER** Funding the Deal

How acquisitions are financed in the UK — acquisition loans, asset-backed lending, vendor finance, and management buyout structures. What lenders require from a buyer and how to present yourself credibly to secure the right terms.

03 **THE ACCOUNTANT** Financial Due Diligence

How to read a target business's accounts, what quality of earnings means, how EBITDA is normalised from a buyer's perspective, and the financial red flags that should give any buyer pause before committing.

04 **THE SOLICITOR** Legal Structure & Protection

Heads of Terms, asset vs share purchase, the Share Purchase Agreement, buyer-side warranties and protections, and what legal due diligence involves at each stage of a UK acquisition.

05 **THE TAX ADVISER** Tax Planning & Deal Structure

The tax implications of an asset vs share purchase, goodwill treatment, stamp duty on share acquisitions, and post-acquisition tax planning to ensure the structure of your deal works efficiently from day one.

*The closing panel is where the day earns its value — **five specialists in the room together, taking your questions as a collective.** It is the conversation that does not exist anywhere else in the market.*

SCHEDULE OVERVIEW

9:00am	<i>Arrival & Breakfast</i>
9:15am	Welcome & Introduction
9:30am	Session One — The Broker
10:15am	Session Two — Commercial Finance Broker
11:00am	<i>Coffee</i>
11:15am	Session Three — The Accountant
12:00pm	<i>Lunch</i>
12:45pm	Session Four — The Solicitor
1:30pm	Session Five — The Tax Adviser
2:15pm	Open Panel — All Five Specialists
2:45pm	Close & Documentation
3:00pm	<i>Networking</i>

A full session-by-session breakdown, pre-reading materials, and your documentation pack are provided upon confirmation of your place.

The Practical Detail

DATE	To Be Confirmed Contact us to register your interest
TIME	9:00am — 4:00pm Formal close 3:00pm · Networking until 4:00pm
VENUE	The Chamberlain Hotel 132–135 Minorities, Tower Bridge, London EC3N 1NU
INVESTMENT	£495 + VAT per person
PLACES	15 maximum — strictly limited
CATERING	Breakfast and lunch provided throughout
ON CONFIRMATION	Onboarding pack, pre-reading, and session documentation sent in advance

The Acquisition Collective hosts a year-round programme of M&A focused events and workshops at The Chamberlain Hotel, London. The Acquisition Blueprint is a standalone workshop designed for buyers at any stage of their acquisition journey.

Is This For You?

The Acquisition Blueprint is for anyone seriously considering acquiring a business — whether you are a first-time buyer, an existing owner looking to grow through acquisition, or a professional looking to move into ownership. The earlier these conversations happen, the stronger your position will be.

- ✓ You are actively looking to acquire a business and want to understand the process end to end
- ✓ You want to know how deals are funded in the UK before committing to a target
- ✓ You have identified a business of interest but are unsure how to proceed with confidence
- ✓ You want to understand the legal and tax position before you negotiate anything
- ✓ You want to meet the advisers you will need — without the pressure of a live deal
- ✓ You want to leave with a framework and documentation to refer back to mid-process

"With only 15 places, the room stays small by design. You will have genuine, direct access to every specialist throughout the day — not a seat in an auditorium."

ONLY 15 PLACES AVAILABLE

Register your interest or make an enquiry

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W www.theacquisitioncollective.co.uk

£495

PER PERSON + VAT

Breakfast & Lunch Included